United States Court of Appeals

for the Second Circuit

EXHIBITS

76-4179

United States Court of Appeals

FOR THE SECOND CIRCUIT

THE GREAT ATLANTIC & PACIFIC TEA COMPANY, INC.,

Petitioner,

v.

FEDERAL TRADE COMMISSION,

Respondent.

ON PETITION FOR REVIEW OF ORDER OF THE FEDERAL TRADE COMMISSION

JOINT APPENDIX

VOLUME VIII

Pages 5174 to 5681

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UNITED STATES COURT OF APPEALS
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SECOND CIRCUIT

P/S

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(June 1967)

5174

1000# 1% 116.37 Gals @ 8.6# per Gal (1% B.F.)

40% Cream 2.3# — 2.32#

3.7% Milk 71.1# 3.5% 70.7#

40% Cod Lk 1.1# — 61#

1000# 1000#

1000# Fortified Skim 115.2 Gals @ 8.63# per Gal (0.7% B.F.)

Skim Milk 93.7#

40% Cream 1.0#

40% Cod Lk 5.3

1000# 4.6 grams A.D. #3567 per 1000#

1000# 2% 115.2 Gals @ 8.68# per Gal (2.0% B.F.)

Skim Milk 40.4# — 37.3#

3.7% Milk 54.1# 3.5% 57.2#

40% Cod Lk 5.5# — 5.5# 4.6 grams A.D.

1000# 1000# #3567 per 1000#

1000# Chocolate Milk 113.1 Gals @ 8.54# per Gal

3.7% Milk 58.56#

#3333 Cocoa Powder 2.0.0#

Liquid Sugar 8.6.4#

40% Cod Lk 5.0#

1000.0#

BEST COPY AVAILABLE

RAPK B3

June 1966

June 1/2 + 1/2 950 Tabs.

	Thin Film	3.5% Milk	3.7% Milk
40% Cream	2,470#	2,115#	2090#
Skim Milk	4,055#	4,440#	4,465#
40% Cond. Bl.	1,615#	1,615#	1,615#
	8,170#	8,170#	8,170#

June 1/2 950 Tabs.

	Thin	3.5% Milk	3.7% Milk
40% Cream	3,654#	3,327#	3,302#
Skim Milk	3,618#	3,945#	3,970#
40% Cond.	883#	883#	883#
	8,155#	8,155#	8,155#

Thin Chocolate — 1000#

Thin - 875.0#

Cocoa - 20.0#

Sugar - 86.4#

Cond - 13.0#

Flavor 0.5#

1000.0#

5176

***

Apple Cider 100 Gal

14.3 Gal Comstock Apple Concentrate

0.7 Gal Apple Essence

3.2 Ounces Potassium Sorbate

57.1 Gal Water

5177

[redacted]

1000# 2% - 115.2 Gals. @ 8.68# per Gal. (2.00% B.F.)

	Skim Milk	434#		403#
3.7%	Milk	541	3.5%	572
40%	Condensed Skim	25#		25#
		1000#		1000#
3567	A & D	4.6 grams per 1000#	4.6 grams per 1000#	
			1% Added Solids	

RA-PY 134 A

5178

December, 1968

CHOCOLATE DRINK - 1% B.F. 8.84 lbs. per Gal.

		LBS.	%	
3.7%	Milk	275.0	1.00	Fat
Skim	Milk	560.0	9.53	S.N.F.
40%	Condensed Skim	60.0	5.76	Sugar
Liquid	Sugar	86.0	0.05	Stabilizer
#3338	Cocoa	18.5		
#3403	Stabilizer	0.5		
		1,000.0	16.34%	T.S.

---

134 C

RA-PX135

5179

Re: FTC v. A&P and Borden

Summary of
STORE SUBPOENA RETURNS

1. Consolidated Foods Corp.
135 South LaSalle Street
Chicago, Illinois

2. Dominicks Finer Foods, Inc.
555 Northwest Avenue
Northlake, Illinois 60164

3. Lucky Stores, Inc.
P. O. Box 67
Rock Island, Illinois 61201

4. National Tea Co.
8303 West Higgins Road
Chicago, Illinois 60631

5. Banner Wholesale Grocers, Inc.
115 South Water Market
Chicago, Illinois 60608

6. Bulko Gas Station
222 South Prospect
Park Ridge, Illinois

7. Burger's Supermarket, Inc.
12 Ridge Road
Munster, Indiana

8. Cardinal Food and Cardinal Food Stores
603 Madison Street
Oak Park, Illinois

9. Central Grocers Cooperative, Inc.
3701 North Centrella Street
Franklin Park, Illinois 60131

10. Certified Grocers of Illinois, Inc.
4800 South Central Avenue
Chicago, Illinois 60638

11. Christopher Foods, Inc.
9655 Franklin Avenue
Franklin Park, Illinois

12. Clark Oil & Refining
5437 North Milwaukee Avenue
Chicago, Illinois

13. Consolidated Foods Corp.
c/o Wayco Foods Corp.
2000 Pratt Boulevard
Elk Grove Village, Illinois

14. Convenient Food Marts, Inc.
John Hancock Center
875 North Michigan Avenue
Chicago, Illinois

15. Del Farm Foods Company
3636 South California Avenue
Chicago, Illinois 60632

16. Grocerland Cooperative, Inc.
3636 West 51st Street
Chicago, Illinois 60632

17. Guido's Finer Foods, Inc.
5447 West St. Charles Road
Berkely, Illinois

18. High Low Foods, Inc.
30 West 87th Street
Chicago, Illinois 60620

19. Hillman's, Inc.
28 West Washington Street
Chicago, Illinois 60602

20. I.G.A. Stores
300 West Adams Street
Chicago, Illinois 60606

21. The Kroger Company
1014 Vine Street
Cincinnati, Ohio 45201

22. May Enterprises, Inc.
843 East 49th Street
Gary, Indiana

23. Mayflower Super Foods, Inc.
2908 West Montrose Avenue
Chicago, Illinois 60618

24. Model Food Center, Inc.
300 West Sibly Boulevard
Dolton, Illinois

25. Oh Boy Stores
3320 North Kedzie Avenue
Chicago, Illinois 60618

26. Open Pantry Food Marts, Inc.
75 East Wacker Drive
Chicago, Illinois 60601

27 Progressive Food Stores, Inc.
c/o Mr. Jack Snider
4838 Howard Street
Skokie, Illinois

23 Scot Lad Foods, Inc.
1500 East 97th Street
Chicago, Illinois 60628

29. Southland Corp. (Seven-Eleven)
2214 Algonquin Road
Rolling Meadows, Illinois

30. Spot-Lite Food Stores and
Spot-Lite Market
c/o Holleb & Co.
3223 South Western Avenue
Chicago, Illinois 60608

31. Thriftway Food Stores
929 East 103rd Street
Chicago, Illinois 60628

32. Joe Tittle & Sons, Inc.
P. O. Box 2557
Gary, Indiana

33. Treasure Island Food Market
3460 North Broadway
Chicago, Illinois 60657

34. Walgreen Drug Stores
4300 West Peterson Avenue
Chicago, Illinois

35. Wallies Market
5823 Calumet Avenue
Hammond, Indiana

36. Wilco Food Center, Inc.
6300 Miller Avenue
Gary, Indiana

37. Wilson Grocery, Inc.
c/o Mr. James Cox
128 West Chicago Avenue
Chicago, Illinois

38. M. Loeb Corp.
1925 Busse Road
Elms Grove Village, Illinois 60007

39. North Illinois
Open Pantry Food Marts
c/o Southland Corp.
Dallas, Texas

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Lillard:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "Consolidated. . .did own six or seven stores within the territory specified. However, the last of these stores was sold about 1965. At that time we delivered to the purchaser of each store all of the books and records relating to that store. . . . The stores were sold to several different purchasers and we have no way of knowing who the present owner might be."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

T. M. Lillard, Esq.
Executive Vice President
and General Counsel
Consolidated Foods Corporation
135 S. LaSalle Street
Chicago, Illinois 60603

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

CONSOLIDATED FOODS CORPORATION

By J. M. Lillard

Dated: October 18, 1973

5183

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

February 1, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Levaccare:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc. and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List showing the store number, address and opening date of each retail outlet during the period 1/1/63 through 12/31/68 and the name of their milk supplier.
2-7	No documents available.
8a	Statement that Dominick's represented between 1 and 3% of the Chicago Metropolitan Area Retail Food Market during the relevant period of time.

Item Number in Subpoena	Description of Documents Produced
8b-9	Name of individual in charge of retail milk pricing.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Lucien D. Levaccare, Esq.
Vice President and Legal Counsel
Dominick's Finer Foods, Inc.
555 Northwest Avenue
Northlake, Illinois 60164

[Enclosures] - AIR MAIL

Note for Retailer's Copy

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

DOMINICK'S FINER FOODS, INC.

By Lucien D. Levaccare
Vice Pres & Gen'l Counsel

Dated: February 6th, 1974

5185

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400
TELEX 127066

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

IVO ABRAMS
MICHAEL F. ARMSTRONG
HENRY G. BISGAIER
CARL H. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
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OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

March 27, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Gillies:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Lucky Stores, Inc. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores, their openings & closings and closing dates (if within the designated time period) and the names of their milk suppliers.
2	No documents available.
3-4	See Item 7 below.

Item Number In Subpoena	Description of Documents Produced
5	Nine advertisements during the period 1966-1967 from the Aurora Beacon News, Aurora, Illinois (for Piggly Wiggly Food Centers) and one advertisement from the Daily Courier-News, Elgin, Illinois, dated April 3, 1968 (for Eagle Discount Supermarkets).
6	See Item 7 below.
7	Reports showing cost and purchases from dairy suppliers prior to changeover to Dean and Borden; initial and final proposals submitted by Borden; proposal submitted by Dean; intracompany memoranda and bulletins.
8	No documents available.
9	Names of the individuals involved in the purchasing and pricing of milk products.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Bruce D. Gillies
Donahue, Gallagher, Thomas
& Woods
1417 Central Building
436 14th Street
Oakland, California 94612

[Enclosure]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

LUCKY STORES, INC.

Dated: ~~March~~ April 8, 1974

By Bruce D. Gillies

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

February 1, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Mitchell:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., The National Tea Company was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of number of outlets operated in the relevant counties, 1963-1968, and the name of National Tea's milk supplier during the relevant period.

Item Number in Subpoena	Description of Documents Produced
2	No documents available
3	Eleven letters from Hawthorne Mellody containing price schedules or price changes for various dates between 7/5/66 and 5/7/68.
4	Discount percentage appearing on one 1966 price schedule (see Item 3 above).
5-7	No documents available
8a	Document entitled, "Share of Market," Chicago, 1960-1970 (from the Chicago Tribune).
8b-9	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Sheldon Mitchell, Esq.
Legal Department
National Tea Company
8303 W. Higgins Road
Chicago, Illinois 60631

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on The National Tea Co. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

NATIONAL TEA COMPANY

Dated: February 6, 1974

By Sheldon Mitchell, its attorney

5190

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400
TELEX 127068

FLOYD ABRAMS
MICHAEL F. ARMSTRONG
HENRY G. BISGAIER
CARL H. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
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EDWARD A. HANSEN
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ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
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H. RICHARD SCHUMACHER
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GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

March 28, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Friedman:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "Banner Wholesale Grocers do not sell fluid milk of any kind. All the merchandise we offer for sale to the independent retailer is confined to canned foods such as Carnation and Pet canned milk, Milnot and Carnation Dry milk."

Enclosed is a copy of this letter on which we ask you to verify tha the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Albert S. Friedman
President
Banner Wholesale Grocers
115 So. Water Street
Chicago, Illinois 60608

[Enclosure]

cc: John J. Mathias, Esq.
William G. Schaefer, Jr., Esq.

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

BANNER WHOLESALE GROCERS

By _____

Dated: March , 1974
April 10 1974

5192

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Sir:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc. and The Great Atlantic & Pacific Tea Company, Inc., Bulko Gas Stations were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1-4	No documents available. (Some invoices ~~xxxxxx~~ exist in the files which would show wholesale prices and might show retail prices and discounts, but locating such invoices would be extremely difficult and time-consuming.)
5-8	No documents available.
9	Name of individual involved in the operation of pantry stations by the dealers.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Otis J. Dillon
Law Department
Gulf Oil Company - U.S.
P.O. Box 427
Park Ridge, Illinois 60068

[Enclosure]

NOTE FOR RETAILER'S COPY

when read in conjunction with my letter of August 30, 1972,

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Bulko Gas Stations in the proceedings re FTC v. A&P and Borden, Docket No. 8866.

GULF OIL COMPANY - U.S.

By Otis J. Dillon
Attorney

Dated: October 24, 1973

5194

Gulf Oil Company - U.S.

LAW DEPARTMENT

Otto J. Dillon
Assistant Attorney

August 30, 1972

P. O. Box 427
Park Ridge, Ill. 60068

Cahill, Gordon, Sonnett, Reindel & Ohl
Eighty Pine Street
New York, N.Y. 10005

Attention: Mr. Thomas F. Curnin

Re: FTC Docket No. 8866

Gentlemen:

In a recent telephone discussion with Mr. Thomas F. Curnin regarding the subpoena issued July 31, 1972 in the above matter and addressed to Bulko Gas Station, 222 So. Prospect, Park Ridge, Illinois, I advised that there was no Bulko gas station at 222 So. Prospect Avenue, Park Ridge, Illinois, which is the address of a region office of Gulf Oil Corporation. I further advised Mr. Curnin that in April, 1968, Gulf Oil Corporation acquired Bulk Petroleum Corporation which operated a small chain of automotive gasoline service stations in the Metropolitan Chicago Area selling private brand gasoline. Prior to the Gulf acquisition the service stations of Bulk Petroleum Corporation were sometimes referred to as "Bulko" gas stations and perhaps this accounts for the misdirection of the subpoena.

On the assumption that the subpoena was intended for Bulk Petroleum Corporation which continues in existence as a Gulf subsidiary and distributes Gulf brand products since the acquisition, we have caused a search of the available Bulk records for material within the coverage of the subpoena. Because Bulk was a small, privately owned company and its record keeping system left much to be desired according to general business practices and also because the milk product sales at some of its service stations were only an adjunct to the sales of automotive petroleum products, mainly gasoline, the search has been difficult and time consuming as I explained in my telephone conversation with Mr. Curnin. He has requested that I summarize the results of the search thus far which I will attempt to do.

Apparently Bulk Petroleum Corporation became involved in the sale of milk by some of its service station dealers in 1967

when one or two service station dealers began to supplement their service station business with sales of so-called convenience food store items including milk and milk products. We understand that because of the dealer's inability to obtain financing for the food store business and receive the benefits of cash discounts, Bulk arranged to pay the dealer's accounts in his name and for him and arranged for reimbursement as profit was received from the sale of the items. This was known as a "pantry" operation but, as mentioned above, there was very little record keeping involved in the few stations where this operation developed. The first stations were in the outlying areas, specifically, Libertyville, Franklin Park and Lombard, Illinois. Over the period of time covered by the subpoena, it would appear that approximately 30 pantry operations opened and closed with approximately 12 or 13 in existence at any one time.

In my discussion with Mr. Curnin, I advised that our search had revealed no Bulk service station that sold milk during this period of time in Indiana. However, I have since been advised that there was one station in Crown Point, Indiana where the dealer included milk in his convenience store items, which operation continued for approximately two years from the middle of 1967 until the middle of 1969. Other than this one outlet we can find no records reflecting another outlet for milk sales at Bulk stations in Indiana.

It should be understood that the dealers were not employees of Bulk but were lessees of the service station facilities. It should also be mentioned that there were times when Bulk operated the pantry stations but this was mainly as an emergency measure when no dealer-lessee was available and it would be detrimental to the location for the business to temporarily be closed. As soon as another dealer could be found, the pantry station would be leased to him. During the period the station was operated by Bulk as a company operation it would, of course, buy milk from various sources of supply.

The only records our search has revealed thus far that would be responsive to the subpoena have been receipts signed or initialed by the service station dealer acknowledging delivery of dairy items submitted to Bulk for payment on behalf of the dealer. These delivery tickets would show the items of milk products delivered to the particular station, the supplier and the wholesale price of the items. In some few cases the dealers have indicated the retail price but this was seldom done and we cannot be sure of the accuracy

of this information since the dealer set his own retail price. Where this was done the documents would be responsive to paragraph 2 of the Schedule of Documents attached to the subpoena, but mainly, these documents would be responsive to paragraph 3 of the Schedule of Documents. Inasmuch as the receipts would also show discounts, if any, extended by the supplier, these documents could also be responsive to paragraph 4 of the Schedule of Documents.

At some locations the supplier of milk and milk products to the dealers would receive permission from Bulk, as lessor of the premises, to place refrigeration equipment on the premises and to tie-in to the electrical and water system for which these suppliers paid a fee to Bulk. In six of the stations Bulk owned the refrigeration equipment and the milk suppliers would pay Bulk for the use of this equipment since it eliminated the necessity for them to furnish the equipment to the dealers. There were no written permits or leases for these arrangements and they were only verbal between Bulk and the supplier. However, the fees or rentals would be shown on periodic invoices which would be included in the above-mentioned records for the particular stations and to a very minimal degree would be responsive to paragraph 4 of the Schedule of Documents attached to the Subpoena.

These documents are included in storage boxes in the attic of this building intermingled with various and miscellaneous other records pertaining to the operation of the various service stations during the period of time covered by the subpoena. Relying upon a sampling it is estimated that these receipts and invoices even for the few stores involved, when separated from the other records, would occupy approximately six boxes of file drawer size. In our discussion with Mr. Curnin we understood the time consuming search and extraction of these records could be discontinued until a determination was made by you of the necessity for this type information.

Other than the receipted delivery tickets, invoices and other documents mentioned above, our comprehensive search has revealed no other matters that would be responsive to the other paragraphs of the Schedule of Documents attached to the subpoena. Specifically, we have found nothing under paragraph 5 and paragraph 6 for the period covered by the subpoena. The selection of supplier would rest with the dealer and any contemplated change of supplier by the dealer involving Bulk would only be on a discussion or conversation basis. Here again, it must be

remembered that the milk sales at the stations were incidental and involved only a few stations.

There never was any consideration given by Bulk to a private or controlled label milk product since, as mentioned above, the milk sales were made by the dealers and were only incidental to the service station business so we have found no documents which would be responsive to paragraph 7. Terms and delivery of sales when considered would all be in verbal discussions either with the dealers or suppliers to whom Bulk made payments on behalf of the dealers.

There were no documents found that would be responsive to paragraph 8 of the Schedule of Documents attached to the subpoena, and as you undoubtedly surmise from what has been said before, the market share or market position of Bulk, and even including its dealers, would be infinitesimal in this area. Considering the small involvement in the milk business, it is not hard to understand there would not be any documents concerning market share of other sellers of milk or grocery products and of suppliers of milk products or price leaders in the sale of milk products in the area, since none of this information would be of particular interest to Bulk in the pursuit of its primary business.

There are no documents that would be responsive to paragraph 9 of the Schedule of Documents attached to the subpoena. However, the individual with any involvement with the dealers in the operation of their pantry stations would be Mr. Clarence Miller.

There were, of course, lessee-dealers of service stations of Bulk and Gulf during the period covered by the subpoena who sold milk at their service stations without engaging in a convenience food store or pantry operation. These would be stations where the dealer merely maintained a milk cooler or refrigerated ice cream box and handled only those products. Neither Bulk nor Gulf would have any involvement in the supply arrangement between the dairy and the dealer and the only evidence of the existence of such an arrangement would be through visits by the sales representatives to the stations for the purpose of selling petroleum products to the dealers. There would be no record of how many of these dealers engaged in this type operation as it would be of no concern provided this side operation by the dealer did not violate any of the provisions of the lease of the station facilities to him.

It is my understanding from my conversation with Mr. Curnin that this letter will suffice as complying with the subpoena, and after your review and consideration of this information if there is any further response you feel is necessary, we will be advised within a reasonable time.

In closing I would like to re-emphasize that considering the very nominal participation by Bulk Petroleum Corporation, Gulf Oil Corporation and/or the lessee-dealers of the gasoline service stations of either of them in the purchase and sale of milk products in the area and for the period of time covered by the subpoena, the expense in money and time to extract from storage the records of rather limited scope would seem hardly justified and we would appreciate your keeping these considerations in mind in determining the necessity for further response to this subpoena. We assure you, however, of our full cooperation in complying with any reasonable request.

Yours very truly,

Otis J. Dillon

OJD:rk

5199

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127066

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
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O. CARLYSLE McCANDLESS
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LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
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MATHIAS E. MONE
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JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Sir:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores and their milk products suppliers.
2	No documents available.
3	Invoices from Border for the period 1/1/69 through 12/70.
4	Copies of ledger book entries showing rebates for the periods 1/63 to 4/65 and 1/69 to 12/70.
5-8	No documents available.
9	Name of individual responsible for the purchasing and pricing of milk products during the designated period of time.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

David J. Rosenbaum

Richard L. Kristoff
Burger's Super Markets, Inc.
1830-45th Avenue
Munster, Indiana 46321

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

BURGER'S SUPER MARKETS, INC.

By _____ Pres.

Dated: October 18, 1973

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

5202

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Sir:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> Your name is Lawrence G. Cardinal, you operate your own store called Cardinal's Finer Foods and you are not connected with the Cardinal Food Store chain.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

L. G. Cardinal
Cardinal's Finer Foods
603 Madison Street
Oak Park, Illinois 60302

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

CARDINAL'S FINER FOODS

By Lawrence D. Cardinal

Dated: October 18, 1973

LAW OFFICES 5204

GATENBEY, SPULLER & LAW

CHICAGO 60602

EDWARD R. LITSINGER (DECEASED)
ANDREW W. GATENBEY
LAWRENCE SPULLER
FRED H. LAW, JR.
DAVID W. LEAGUE

SUITE 1337
111 WEST WASHINGTON STREET
RANDOLPH 6-1940

October 25, 1973

Cahill, Gordon & Reindel
80 Pine Street
New York, New York 10005

Attention: Ira J. Dembrow, Esq.

Re: FTC v. A&P and Borden
Docket No. 8866

Gentlemen:

After reviewing your letter of October 15, 1973 with William M. Tarpey, the General Manager of Central Grocers Cooperative, Inc., he advised me that the descriptions set forth in your letter properly designate the documents and other information furnished by Central Grocers Cooperative, Inc. in response to the subpoena issued on behalf of the respondents in the above matter.

Accordingly, I have signed the copy of your letter of October 15, 1973 as attorney for Central Grocers Cooperative, Inc. and am returning said copy to you herewith.

Very truly yours,

GATENBEY, SPULLER & LAW

By Fred H. Law, Jr.

FHL:rs
enc.

5205

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N.Y. 10005

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Law:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Central Grocers Cooperative, Inc. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores to which Central Grocers sold milk products during 1965-1968 (Chicago area) and 1965-1970 (Gary-Hammond area).

Item Number in Subpoena	Description of Documents Produced
2	No documents available.
3	A statement that documents showing net prices, products, supplier and the store to which the products were sold and delivered are available for inspection.
4	A statement that the invoices for milk products sold by Central Grocers (see Item 3 above) would show reduced prices on specific products for two-week periods of time.
5-8c	No documents available.
9	Name of individual who handled the documents and bookkeeping in regard to Central Grocers milk program.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Fred H. Law, Jr.
Gatenbey, Spuller & Law
111 W. Washington St.
Chicago, Illinois 60602

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

CENTRAL GROCERS COOPERATIVE, INC.

By Fred H. Fant, Jr.
Atty

Dated: October 25, 1973

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N.Y. 10005

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Rudnick:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Certified Grocers of Ill., Inc. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1-4, 6-9	No documents available, ("Certified does not own or operate any retail food stores. Certified is a cooperative and operates exclusively at the manufacturing and wholesale level.")

Item Number in Subpoena	Description of Documents Produced
5	Folders of advertisements run by Certified and its major competitors in Chicago newspapers are available for inspection.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Paul D. Rudnick, Esq.
Rudnick Wolfe Snyderman
& Foreman
150 N. Wacker Drive
Chicago, Illinois 60606

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Certified Grocers of Ill., Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

CERTIFIED GROCERS OF ILL., INC.

By _____
Attorney and Agent

Dated: January 10, 1974

IJD:kma

5210

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127066

FLOYD ABRAMS
HENRY G. BISGAIER
CARL H. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND

O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Lasorso:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1-9	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Dan J. Feinbrow

Christopher Lasorso
Christopher Foods, Inc.
9655 Franklin Avenue
Franklin Park, Illinois

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

CHRISTOPHER FOODS, INC.

By Chris Lasorso

Dated: October , 1973

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. McEnroe:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Clark Oil & Refining Corp. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "[D]uring the period of time from January 1, 1963 through December 31, 1970, to the best of our knowledge, there was no milk sold in the Clark service stations in the Gary-Hammond area. For the Chicago Metropolitan area during the period of time from January 1, 1963 through December 31, 1968, nineteen (19) Clark Super 100 service stations sold milk and milk products. During this period of time Clark Oil and Refining Corporation did not directly operate

any of these service stations. These operations were all leased to individuals who functioned as independent businessmen running their own business. . . . [A]ttached hereto [is] a list showing the operators of each service station from the period of time he operated the service station and the last known home address of these operators."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Peter R. McEnroe, Esq.
Clark Oil & Refining Corp.
8530 West National Avenue
Milwaukee, Wisconsin 53227

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

CLARK OIL & REFINING CORP.

By _____

Dated: January 11, 1974

5214

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL H. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
D. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Peterson:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc. and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> Wayco Foods was a new corporation formed in September 1970 when it bought the inventory and equipment of the Consolidated Foods Corporation division at River Grove, Illinois. Wayco has no records of the business done by Consolidated Foods

during the relevant period of time. Wayco did not "serve any accounts on new milk product business with any independent food retailers in the Gary-Hammond area" during September - December 1970.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Bernard L. Peterson
Executive Vice President
and General Manager
Wayco Foods Corporation
2000 Pratt Blvd.
Elk Grove Village, Illinois 60007

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

WAYCO FOODS CORPORATION

By _____

Dated: October , 1973

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

February 1, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Kirshbaum:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc. and The Great Atlantic & Pacific Tea Company, Inc., Convenient Food Mart, Inc. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Name and addresses of company owned stores 1/1/63 - 12/31/68, the dates such stores were opened and sold and the name of their milk supplier. (All Convenient Food Mart Stores in the Gary-Hammond area during the relevant period of time were franchised.)

Item Number in Subpoena	Description of Documents Produced
2	No documents available.
3	Only documents available would not identify products, but merely the total wholesale price paid (in 1968) by store.
4	Only documents available would show the total monthly rebate on the total wholesale price for each store during the relevant period, but there is no product breakdown.
5-8	No documents available.
9	Names of individuals responsible for retail pricing during the relevant period.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Charles C. Kirshbaum, Esq.
Kirshbaum & Kroll
10 North Clark Street
Chicago, Illinois 60602

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Convenient Food Mart, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

CONVENIENT FOOD MART, INC.

Dated: February , 1974 By: Louis C. Carroll President

5218

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N. Y. 10005

February 1, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Mitchell:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Del Farms Food Co. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "In regard to Del Farms, . . . their office was destroyed in 1967 and . . . they are unable to supply any information in response to the subpoena served upon them."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Sheldon Mitchell, Esq.
Legal Department
National Tea Company
8303 W. Higgins Road
Chicago, Illinois 60631

[Enclosures] - AIR MAIL

Note for Retailer's Copy

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Del Farms Food Co. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

DEL FARMS FOOD CO.

By Sheldon Mitchell, its Attorney

Dated: February 6, 1974

5220

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Ritsos:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1-9	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

George T. Ritsos, Esq.
Grocerland Cooperative, Inc.
3636 W. 51st Street
Chicago, Illinois 60632

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

GROCERLAND COOPERATIVE, INC.

By George T. Ritsos
Counsel

Dated: October 19, 1973

5222

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400
TELEX 127068

FLOYD ABRAMS
MICHAEL F. ARMSTRONG
HENRY G. BISGAIER
KARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
EMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

March 28, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Saline:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores and opening dates.
2-9	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Mr. Frank Saline
Guido's
5447 St. Charles Road
Berkeley, Illinois 60163

[Enclosure]

cc: John J. Mathias, Esq.
William G. Schaefer, Esq.

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

GUIDO'S

By_____

Dated: March , 1974

5224

Guido's

COMPACT SHOPPING AT COMPACT PRICES

GENERAL OFFICES
5447 ST. CHARLES ROAD BERKELEY, ILLINOIS

September 5, 1972

Cahill, Gordon, Sonnett,
Reindell & Ohl
Eighty Pine Street
New York, N. Y. 10005

ATTENTION: Mr. Thomas F. Curnin

Re: F.T.C. Docket No. 8866

Dear Sir:

Please be advised that the documents requested are not available with the exception of item 1 which is attached.

We do not retain files on the other information which you request.

Very truly yours,

GUIDO'S FINER FOODS, INC.

George Knepper,
Controller

RECEIVED
C. G. . R. & O.
SEP 7 1972
RELEASED TO

5225

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N. Y. 10005

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Manning:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1-9	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

James E. Manning, Esq.
High-Low Foods, Inc.
30 W. 87th Street
Chicago, Illinois 60620

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

HIGH-LOW FOODS, INC.

By _____

Dated: October 26, 1973

5227

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N. Y. 10005

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Dickie:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Hillman's, Inc. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this metter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Listof Hillman Stores which were open for all or part of the period 1/1/67 through 12/31/68 (similar information is provided for Stop and Shop Stores which are operated by Hillman's), and the names of the milk suppliers of Hillman's during the relevant period of time.
2	No documents available.

Item Number in Subpoena	Description of Documents Produced
3	Various Wanzer invoices, 1967, 1969-1971, and a statement that "it is virtually impossible for Hillman's, with any degree of efficiency, to produce any such documents."
4	Statement of allowances and advertising allowances paid to Hillman's by Wanzer, 1/67 - 9/70. Summary of Purchases from Wanzer showing amount billed at list, off invoice % and amount of promotional discount, 1/7/67-5/29/71. Hillman Promotional Schedules, 10/66-4/71
5	Bound volumes of advertisements are available for review.
6-8	No documents available.
9	Documentation is available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenienc.

Very truly yours,

Ira J. Dembrow

Mr. Dean A. Dickie
Aaron, Aaron, Shimberg & Hess
One First National Plaza
Chicago, Illionois 60670

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Hillman's Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

HILLMAN's, INC.

By _____

Dated: February , 1974

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Gerrie:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., IGA Stores was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "IGA charters a number of independent wholesale grocery companies located in various parts of the United States to use IGA trademarks and trade names and to, in turn, grant the right to use the same to independent retail grocery stores located in their respective marketing areas, . . . IGA does not sell any milk products (as defined in said Subpoena) to . . . [the independent IGA wholesaler which operates in the Chicago Metropolitan Area and in the Gary-Hammond Area]."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Robert B. Gerrie, Esq.
McBride, BAker, Wienke & Schlosser
110 N. Wacker Dr.
Chicago, Illinois 60606

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

(IGA) INDEPENDENT GROCERS' ALLIANCE
DISTRIBUTING CO.

By Robert B. Gerrie

Dated: October 23, 1973

5232

McBride, Baker, Wienke & Schlosser

Lloyd M. McBride
Harvey Wienke
George M. Schlosser
Frank A. Wollaeger
Robert B. Gehrig
John P. Ryan, Jr.
Robert D. Barnes
Leonard E. Zax
Scott Ellwood
James H. DeVries
William J. Cooney
Holland C. Capper
Donald E. Vacin

110 North Wacker Drive
Chicago, Illinois 60606

Telephone 312/346-6191
Cable Chilaw

Edward H. Baker, Jr.
1935-1970

James H. Ryan
Morgan J. Ordman
Paul D. Frenz
Richard M. Sawdey
Geoffrey G. Gilbert
Jay L. Miller
Robert J. Hauser
Jonathan Dean
Walter W. Nielsen
J. Robert Meyer
James R. Levin

August 8, 1972

Mr. Thomas F. Curnin
Cahill, Gordon, Sonnett, Reindel & Ohl
Eighty Pine Street
New York, New York 10005

Dear Mr. Curnin:

Re: FTC Docket No. 8866

This will confirm my telephone conversation of today with Mr. Ira J. Dembrow of your office concerning the Subpoena Duces Tecum issued by the Federal Trade Commission on July 31, 1972 to I.G.A. Stores, 300 West Adams Street, Chicago, Illinois 60606, at the instance of respondent The Great Atlantic & Pacific Tea Company, Inc. in the above matter.

I am legal counsel to Independent Grocers' Alliance Distributing Co. ("IGA") which has its principal offices at 300 West Adams Street, Chicago, Illinois. IGA charters a number of independent wholesale grocery companies located in various parts of the United States to use IGA trademarks and trade names and to, in turn, grant the right to use the same to independent retail grocery stores located in their respective marketing areas.

M. Loeb Corporation is the independent IGA wholesaler which operates in the Chicago Metropolitan Area and in the Gary-Hammond Area as each is defined in said Subpoena. IGA does not sell any milk products (as defined in said Subpoena) to M. Loeb Corporation, but the latter is authorized to use the IGA name on milk products which it may purchase from a supplier or suppliers and sell to its affiliate IGA retail stores.

Under the circumstances, Mr. Dembrow and I agreed that no response other than this letter of explanation need be made to said Subpoena, and we have closed our files on this matter.

Very truly yours,

Robert B. Genis

RBG/bs

cc: Mr. Richard J. Jones
Mr. William E. Olson

5234

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND

O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N. W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Johns:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., The Kroger Company was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List showing the store number and address of each store operated by the company in the Chicago and Gary-Hammond Metropolitan areas, includes dates they opened

Item Number in Subpoena	Description of Documents Produced
	and closed.
2	One 1966 weekly invoice from Dean and eight 1966 weekly invoices from Bowman, purportedly showing retail prices.
3	One 1966 weekly invoice from Dean and eight 1966 weekly invoices from Bowman. (Additional invoices are in the files but would be extremely difficult to locate unless the time period involved could be narrowed.)
4-7	No documents available.
8a	Statement of Kroger's percentage of the Chicago and Gary-Hammond areas during 1960-70.
8b-c	No documents available.
9	List of individuals who were responsible or in charge of the company's purchase of milk products and retail prices.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary

is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

James S. Johns, Esq.
Law Department
The Kroger Company
1014 Vine Street
Cincinnati, Ohio 45201

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

THE KROGER COMPANY

By _____

Dated: January 14, 1974

5237

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
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DONALD J. MULVIHILL
JOHN P. OHL
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IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Block:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores
2-3	No documents available
4	Statement of percentage rebate received from dairy supplier.
5-8a	No documents available.
8c-9	No documents available.
8b	Table showing annual dollar volume of milk purchases by each outlet.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Rombro

Sheldon Block, Esq.
Secretary
May Enterprises, Inc.
843 East 49th Avenue
Gary, Indiana 46[illegible]9

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

MAY ENTERPRISES, INC.

By Sheldon Block

Dated: October 17, 1973.

5239

#123

April 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Franch:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Mayflower Super Foods was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to this subpoena. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Description of Documents and Information Produced
List of stores and dates opened.
Invoices from Certified Grocers for the period September 28, 1968-December 28, 1968.
Statement of percentage rebate received on dairy items in 1968.

Description of Documents
and Information Produced

All advertisements for 1968 (22 pages) which refer to dairy products.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Richard T. Franch
Jenner & Block
One IBM Plaza
Chicago, Illinois 60611

[Enclosure]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

MAYFLOWER SUPER FOODS

By_____

Dated: April , 1974

IJD:SA

LAW OFFICES

JENNER & BLOCK 5241

135 SOUTH LA SALLE STREET

CHICAGO, ILLINOIS 60603

(312) 641-6060

...JOHNSTON ... HOWARD M. BARRON
...AYMOND ... KEITH F. RODE
...RICK MAYER ... JOHN J. CROWN
...F. JENNER, JR. ... JULIAN B. WILKINS
...W. BLOCK (DEC'D) ... THOMAS W. McNAMARA
...JOHNSTON ... W. RICHARD HELMS
...H. MENNESSEY, JR. ... HERBERT B. OLFSON
...D H. MATTON ... ROBERT E. PFAFF
...S J. O'LAUGHLIN ... JOHN C. TUCKER
...E. HULL ... ROBERT L. BOMBAUGH
...D S. SAGER ... CHAROLD L. BRITTON
...G. HALL ... MARIANNA M. COOK
...B. DAVENPORT ... DONALD R. HAR...S
...H J. BURNS, JR. ... RICHARD L. VERMILLER
...ELDMAN ... CHARLES J. McCARTHY
...D E. KANE ... SIDNEY G. SALTZ
...ER H. RAYMOND ... HUGH M. RING
...S P. SULLIVAN ... JOHN G. STIFLER
...F. HANLEY ... JOAN M. HALL
...D B. SOLOVY

CHESTER T. RAMIN ... ROBERT C. REED, JR.
LEAH S. HAMILTON ... LARRY D. CLUST
MICHAEL D. SULLIVAN ... ELMER J. SCHAEFER
PATRICK J. PHILLIPS ... JON G. MARCH
RUSSELL J. HOOVER ... LYNNE E. M...DWN
JONATHAN T. HOWE ... DOUGLAS C. NOHLGREN
PATRICIA A. WILBERT ... FRENCH WATERMAN
PETER A. FLYNN ... RODNEY D. JOSLIN
ARTHUR M. MARTIN ... ALAN L. METZ
ARTHUR M. SUSSMAN ... ROBERT L. BYMAN
RONALD I. REICIN ... DANIEL R. MURRAY
RICHARD T. FRANCH ... RICHARD C. BOLLOW
NICHOLAS D. CHABRAJA ... JAMES A. LOWE
JEROME J. ROBERTS ... DANIEL W. COYNE
STEPHEN C. MYERS
MICHAEL J. ROVELL
SHARON G. MERVIS

September 5, 1972

Mr. Ira J. Dembrow
Cahill, Gordon, Sonnett,
Reindel & Ohl
Eighty Pine Street
New York, New York 10005

Re: FTC Docket No. 8866

Dear Mr. Dembrow:

We represent Mayflower Super Foods, Chicago, Illinois, which was served with a subpoena duces tecum dated July 31, 1972, issued in the above proceeding at the instance of your client, The Great Atlantic & Pacific Tea Company, Inc. In response to the subpoena, copies of the following documents are enclosed with this letter:

(1) wholesale milk bills of Mayflower Super Foods for the months of October, November and December, 1968;

(2) all advertisements for the year 1968 which refer to dairy items.

The foregoing documents are all of the documents called for by the subpoena which Mayflower Super Foods presently has in its possession.

As requested by the subpoena, the following is a list of the address and number of each store which Mayflower Super Foods had in operation during the period

covered by the subpoena, and the month and year in which the store was opened if it was not in operation as of January 1, 1963:

Mayflower stores in operation as of 1963 -
3748 North Elston Avenue, Chicago, Illinois (store #330)
3649 North Central Avenue, Chicago, Illinois (store #340)

Mayflower store opened August 1967 -
4701 North Harlem Avenue
Harwood Heights, Illinois (store #370)

Mayflower store opened October 1967 -
2555 West Touhy Avenue, Chicago, Illinois (store #360)

Mayflower store opened June 1968 -
5434 North Lincoln Avenue, Chicago, Illinois (store #390)

As also requested, the percentage rebate received by Mayflower Super Foods on dairy items was 29.64% in 1968.

Please remit the sum of $11.16 to cover the cost of copying the enclosed documents.

Very truly yours,

Jerold S. Solovy

hjg
encs.

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-344-7400

TELEX 127048

HAROLD R. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

6, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

ROBERT ADAMS
HENRY G. BRENNER
CARL W. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONNOLLY
MARSHALL COX
THOMAS P. CURRIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL M. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER W. HAYNES
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
MICHAEL KOHN
WILLIAM T. LIFLAND

B. CARLYSLE MACKINTOSH
DENIS MCDERMOTT
LAWRENCE J. MCRAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
THOMAS E. MOORE
DONALD J. MULVIHILL
JOHN P. ORR
CLIFFORD L. POTTER
JOHN M. RICHARDSON
WILLIAM M. SAXE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
JOHN S. STOCKLEY
DUDLEY B. TENNEY
ARNOLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
HARRY W. WOLF
JOHN P. YOUNG
W. ANTHONY ZEIGER

April 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8856

Dear Mr. Franch:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Mayflower Super Foods was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to this subpoena. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Description of Documents and Information Produced

List of stores and dates opened.

Invoices from Certified Grocers for the period September 28, 1968-December 28, 1968.

Statement of percentage rebate received on dairy items in 1968.

Description of Documents
and Information Produced

All advertisements for 1968 (22 pages) which refer to dairy products.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Richard T. Franch
Jenner & Block
One IBM Plaza
Chicago, Illinois 60611

[Enclosure]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8865.

MAYFLOWER SUPER FOODS

By _____
Its Attorney

Dated: April , 1974

October 15, 1973

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Barney:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores.
2-4	No documents available.
5	Copies of various advertisements for the period 2/10/66 through 12/23/68 (22 pages).

Item Number In Subpoena	Description of Documents Produced
6-8	No documents available.
9	Names of the individuals responsible for the purchasing and pricing of milk products.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

David J. Rosenbaum

Edward R. Barney
Model Food Center, Inc.
300 W. Sibley Boulevard
Dolton, Illinois

[Enclosure]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866. Our letter dated Aug 31, 1972.

MODEL FOOD CENTER, INC.

By Edward Barney

Dated: October , 1973

Model

5247

August 31,1972

Cahill, Gordon, Sonnett, Reindel & Ohl
80 Pine Street
New York, N. Y. 10005

Attn: Mr. Ira Dembrow
Re: Docket # 8866

Dear Sir:

Relevant to requested information.

Item 1. Model Food Center, 7440 Calumet Ave., Hammond, Indiana
Model Town & Country, 300 W. Sibley Blvd.,Dolton, Illinois

Item 2. No formal records kept regarding retail prices and mark-up formulas.

Item 3. All items referring to net prices paid during the years requested have been destroyed after Federal Tax Audit was completed.

Item 4. Same as Item #3

Item 5. We are enclosing copies of several ads used during the period and request that they be returned to us as soon as you have had time to copy them.

Item 6. No documents of this nature kept.

Item 7. Never used a private label dairy product.

Item 8. We do not have any of that information available requested in Item 8 a, b, c.

Item 9. 1. At 7440 Calumet Ave., Hammond, Indiana.
Manager Paul Peters

2. At 300 West Sibley Blvd., Dolton, Illinois.
Manager Robert Cosenza

Town & Country Mart

Food Center

Model

5248

We hope that we have been of some service in answering your questions.

Sincerely yours

MODEL FOOD CENTER INC.

Edward R. Barney
Secy.-Treas.

Town & Country Mkt.

Food Center

5249

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Schuh:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Oh Boy Stores was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> In 1967, Oh Boy Grocers, a wholesale operation with no retail stores, was acquired as a division of Holleb & Company, a local wholesale food distributor in the Chicago land area. (Oh Boy had formerly been known as M. Muskal, Inc.) During

1967-68, Oh Boy did not handle or deal in fluid milk. To the best of the knowledge and belief of Oh Boy officials, the predecessor corporation, M. Muskal, Inc., also did not handle fluid milk prior to 1967. The only milk which Oh Boy and Holleb & Company handle and distribute is condensed canned milk such as "Pet" and "Carnation."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Allen A. Schuh, Esq.
Holleb, Gerstein, Glass & Glicken
33 N. LaSalle Street
Chicago, Illinois 60602

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Oh Boy Stores in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

Oh Boy Stores

By Allen A. Schuh,
Attorney

Dated: January 16, 1974

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Halleen:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Open Pantry Food Marts, Inc. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

"Open Pantry is a national franchise organization which granted a regional franchise to Northern Illinois Open Pantry Food Marts, Inc. for the Chicago Metropolitan area. Franchises for individual stores were thus issued by Northern Illinois. Northern Illinois Open Pantry Food Marts, Inc. was formerly a

subsidiary of Open Pantry Food Marts, Inc. It was acquired by the Southand Corporation in November, 1970. Accordingly, the records of Northern Illinois are not in Open Pantry's possession or under its control."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Otis H. Halleen, Esq.
Sonnenschein, Levinson, Carlin,
Nath & Rosenthal
629 W. Washington Street
Chicago, Illinois 60602

[Enclosures]

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Open Pantry Food Marts, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

OPEN PANTRY FOOD MARTS, INC.

By Otis H. Halleen
Its attorney

Dated: ~~January~~ April 8, 1974

ID:kma

5253

SONNENSCHEIN LEVINSON CARLIN NATH & ROSENTHAL

69 WEST WASHINGTON STREET

CHICAGO, ILLINOIS 60602

TELEPHONE ANDOVER 3-6400

LEO J. CARLIN
BERNARD NATH
THOMAS CARLIN
SAMUEL H. ROSENTHAL
CHARLES D. BATINOVER
JEROME B. WEISS
FRANK C. BERNARD
JOHN J. FAISSLER
ABRAHAM FISHMAN
BEN LISS
EDWIN A. ROTHSCHILD
SIDNEY M. PERLSTADT
SHERMAN P. CORWIN
EARL E. POLLOCK
HAROLD D. SHAPIRO
JAMES M. GOFF
C. HARKER RHODES, JR.

EDWARD L. LEMBITZ
PAUL J. MILLER
ROBERT N. GRANT
JULIUS LEWIS
DONALD G. LUBIN
WAYNE R. HANNAH, JR.
BERNARD J. NUSSBAUM
SHELDON I. FINK
DONALD M. SCHINDEL
FREDERIC S. LANE
RODNEY E. EYSTER
MARC LEVENSTEIN
DANIEL R. SWETT
RICHARD HARRIS
GERALD J. SHERMAN
OTIS H. HALLEEN

MILDRED J. GIESE
ERROL L. STONE
JOEL F. HENNING
ALAN H. SILBERMAN
TERRY M. SCHLADE
THOMAS C. HOMBURGER
STANLEY J. ADELMAN
ROBERT J. STRACKS
ROBERT M. FAROUHARSON

ARNOLD B. KANTER
MICHEL J. FELDMAN
RONALD M. DeKOVEN
DUSTIN E. NEUMARK
PAUL HORTON
LINDA J. SILBERMAN
HAROLD C. HIRSHMAN
JONATHAN H. SHERR
KATHERINE L. DAVIDOW

EDWARD SONNENSCHEIN (1881-1935)
HUGO SONNENSCHEIN (1883-1958)

of Counsel
DAVID LEVINSON
BEN ROTHBAUM
RICHARD M. GUDEMAN

September 1, 1972

Mr. Ira J. Dembrow
Cahill, Gordon, Sonnett, Reindel & Ohl
Eighty Pine Street
New York, N.Y. 10005

Re: FTC Docket No. 8866

Dear Mr. Dembrow:

This will confirm our phone conversation on Monday concerning the subpoena directed to our client, Open Pantry Food Marts, Inc.

As I advised you, Open Pantry is a national franchise organization which granted a regional franchise to Northern Illinois Open Pantry Food Marts, Inc. for the Chicago metropolitan area. Franchises for individual stores were thus issued by Northern Illinois.

Northern Illinois Open Pantry Food Marts, Inc. was formerly a subsidiary of Open Pantry Food Marts, Inc. It was acquired by the Southland Corporation in November, 1970. Accordingly, the records of Northern Illinois are not in Open Pantry's possession or under its control.

You advised me that under these circumstances Open Pantry Food Marts, Inc. need not respond to the subject subpoena. I would appreciate your confirming this fact by letter.

As you also requested, I have given a copy of the subpoena to the attorneys for Northern Illinois, Arnold & Porter of Washington, D.C. For your information, it was my understanding that they would prefer not responding to that subpoena since it is directed to our client and not to theirs. Thank you for your cooperation in this matter.

Yours very truly,

Otis H. Halleen

5254

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
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JOHN P. OHL
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JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Snider:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "Progressive Food Stores, Inc. (including Pretty Penny Stores) went out of business in March, 1969 and there are no books, papers, records or documents available."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced

as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Progressive Food Stores, Inc.
c/o Jack Snider
4838 Howard Street
Skokie, Illinois 60076

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

Progressive Food Stores, Inc.

By Jack Snider

Dated: January 15, 1974

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N. Y. 10005

February 1, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Perkins:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Scot Lad Foods, Inc. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores, the dates they opened and closed, and the name of each store's supplier of milk products.

Item Number in Subpoena	Description of Documents Produced
2-8	No documents available. (In regard to item 3, it was indicated that daily and weekly invoice cards for 1968 and subsequent years are maintained by the Meadowmoor Dairy Division of Scot Lad and would show number of units purchased and prices paid.)
9	Names of the persons responsible for the purchase of milk products and their retail pricing.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

James L. Perkins, Esq.
Winston & Strawn
Suite 5000
One First National Plaza
Chicago, Illinois 60670

[Enclosures] - AIR MAIL

Note for Retailer's Copy

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Scot Lad Foods, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

SCOT LAD FOODS, INC.

By James L. Perkins

Dated: February 12, 1974

5258

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N. Y. 10005

Exhibit

Exhibit Order

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Matthews:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., The Southland Corp. was requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores and dates opened and the name of the milk supplier to company-operated stores and the recommended milk supplier to franchised stores.

Item Number in Subpoena	Description of Documents Produced
2-3	No documents available.
4	Letter and price schedule from Beatrice, 7/30/65; journal entries reflecting discounts received from Hawthorne-Mellody in addition to off-list-price discounts, 1966-1968.
5-6	No documents available.
7	No documents available except those attached as Exhibit B relating to Beatrice Milk.
8a	A market survey from the Chicago Sun-Times, the Chicago Daily News, and the Consumer Data Bank, 1967-1971.
8b	Recap of the dollar purchases by store and county for 1/1/66 through 12/31/68 and recap of the total dollar purchases of milk products (retail price) of all 7-Eleven Food Stores in the Chicago Metropolitan area 1/1/66 through 12/31/68. Vouchers reflecting payment are available but voluminous. Southland has no records indicating the precise volume of sales of milk products by 7-Eleven Stores, nor does it have records indicating purchases of milk by franchised stores from suppliers other than the recommended supplier.
8c	No documents available.

Item Number in Subpoena	Description of Documents Produced
9	List of individuals who were responsible for or in charge of the purchase of milk products and their retail pricing.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Clark Matthews, Legal Dep't
The Southland Corp.
2828 Haskell Avenue
Box 719
Dallas, Texas 75221

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on The Southland Corp. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

THE SOUTHLAND CORP.
LEGAL DEPARTMENT

By John W. Rodgers

Dated: February 4,, 1974

5261

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. HORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
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IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
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MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY [illegible]IGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

February 1, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Schuh:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Spot-Lite Food Stores were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "Holleb & Company is a local wholesale food distributor in the Chicagoland area and is an Illinois corporation . . . . [T]he trade name Spot-Lite is used in the ordinary course of business as a trade name by the Holleb & Company corporate family.
>
> "The only milk which Holleb & Company handle[s] and distribute[s] is condensed, canned milk such as 'Carnation' and 'Pet.'
>
> "Holleb & Company [is a] wholesale operation and [does not have] any retail stores."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Allen A. Schuh, Esq.
Holleb, Gerstein, Glass &
Glicken
33 N. LaSalle Street
Chicago, Illinois 60602

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on Spot-Lite Food Stores and Spot-Lite Market in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

SPOT-LITE FOOD STORES and
SPOT-LITE MARKET

By Allen A. Schuh Attorney

Dated: ~~January~~ February 25, 1974

5263

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127066

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
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MATHIAS E. MONE
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JOHN P. OHL
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JOHN M. RICHARDSON
WILLIAM H. SAYRE
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R. ANTHONY ZEIGER

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COUNSEL

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1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Schechter:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "We do not sell fluid milk - we are in the wholesale grocery business and sell only dry groceries."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully;

if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Edward P. Schechter
Thriftway Food Stores
929 E. 103rd Street
Chicago, Illinois 60628

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

Thriftway Food Stores

By Edward P. Schechter

Dated: January 9, 1974

5265

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. HORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
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IMMANUEL KOHN
WILLIAM T. LIFLAND

O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
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DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Tittle:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores and if they opened or closed during the relevant period of time.
2	No documents available.

Item Number in Subpoena	Description of Documents Produced
3	Invoices from all stores and all dairy suppliers for December, 1970.
4-8	No documents available.
9	Name of individuals who handled purchasing and pricing during the relevant period of time.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Ray S. Tittle, Jr.
Joe Tittle & Sons, Inc.
P. O. Box 2557
Gary, Indiana 46403

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

Joe Tittle & Sons, Inc.

By _____

Dated: January 10, 1974

5267

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127060

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
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STEPHEN A. GREENE
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IMMANUEL KOHN
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O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
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JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Kamberos:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1-9	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced

as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Frank Kamberos, President
Treasure Island Foods, Inc.
3460 N. Broadway Avenue
Chicago, Illinois 60657

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

Treasure Island Foods, Inc.

By Frank Kamberos

Dated: January , 1974

5269

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127008

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETHAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND

O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
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R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

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1819 H STREET, N.W.
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4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Muff:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	List of stores and their milk suppliers.
2-8a	No documents available.

Item Number in Subpoena	Description of Documents Produced
8b	Monthly gross sales of milk products of each store.
8c-9	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

James E. Krahulec, Esq.
Walgreen Drug Stores
4300 Peterson Avenue
Chicago, Illinois 60646

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

Walgreen Drug Stores

By _____

February 12, 1974

5271

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
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JOHN M. RICHARDSON
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JERROLD G. VAN CISE
PAUL W. WILLIAMS
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R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

February 1, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Barnes:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number In Subpoena	Description of Documents Produced
1	Name and address of store and name of milk supplier, July 1966-1969.

Item Number In Subpoena	Description of Documents Produced
2	No documents available.
3.	All Borden weekly milk invoices from 7/11/66 - 11/29/69.
4.	Stubs reflecting rebates received from Borden for milk purchases; payment slips pertaining to loan received from Borden.
5-9	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Robert L. Barnes
Wallie's Super Market
5823 Calumet Avenue
Hammond, Indiana 46320

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

WALLIE'S SUPER MARKET

By Robert L. Barnes

Dated: February , 1974

5273

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
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O. CARLYSLE McCANDLESS
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JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 4, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Gintert:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Location of single store and the names of its milk suppliers.
2	No documents available.

Item Number in Subpoena	Description of Documents Produced
3	A statement that 2000-2500 invoices from milk vendors since 1966 are in the files of the store.
4	A statement that a cash loan was received from Dixie, an equipment loan from Borden, and that details of these and "related payments" appear in the store's books.
5	All advertisements for the period 1963-1970, some of which included milk products (600-800 ads).
6-8a	No documents available.
8b	A statement that the volume of milk products sold could be estimated from the vendors' invoices (see Item 3 above), but such an analysis would be a difficult and time-consuming job.
8c	No documents available.
9	The name of the individual responsible for the purchase and retail pricing of milk.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return

the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Glenn Gintert, President
Wilco Food Center, Inc.
6300 Miller Avenue
Gary, Indiana 46403

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

WILCO FOOD CENTER, INC.

By _____

Dated: January , 1974

PHONES: (210) 938-6631
CHICAGO: (312) 221-2717

5276

"Where Food Shopping is a Real Pleasure"

"Featuring a Complete in Store Bakery"

6300 MILLER AVENUE
GARY, INDIANA 46403

August 29, 1972

Mr. Thomas F. Curnin
and Mr. Ira J. Dembrow
Cahill, Gordon, Sonnett, Reindel & Ohl
80 Pine Street
New York, New York 10005

Re: FTC Docket No. 8866

Gentlemen:

Pursuant to the telephone conversation our accountant, Mr. Malter, had with Mr. Curnin, we are outlining below the documents we have available in response to the subpoena. The numbers correspond to the numbered paragraphs under "Documents Requested".

1. We operate one retail outlet, located at 6300 Miller Avenue, Gary, Indiana. We operated during the entire period in question and were supplied milk products by Dixie Dairy Co. and Borden Co.

2. We have no price lists or documents relating to our in-store retail price or to our mark-up policy.

3. The only documents we have relating to prices paid for milk are vendors' invoices, kept in our paid bill files. All invoices prior to 1966 have been destroyed. There are probably 2,000 to 2,500 such invoices in our files.

4. In the years in question, we received a cash loan from Dixie Dairy and Borden arranged a small equipment loan for us. Details of these loans and related payments appear in our books.

FEDERAL TRADE COMMISSION
Docket No. 8866 [illegible] No. 5276-13
In the Matter of [illegible]
Date 7-17-73 Reporter Gustave Esposito

Mr. Thomas F. Curnin
and Mr. Ira J. Dembrow

August 29, 1972

5. We have binders in which are file copies of all ads which we ran in the years 1963-1970. There are probably 600 to 800 ads, some of which included milk products.

6. We did not change suppliers during the years in question.

7. We have never used private label milk products.

8. We have no documents which relate to subparagraphs (a) and (c). The volume of milk products sold in our store could be estimated from the vendors' invoices referred to in item 3. To make an exact analysis from the invoices would be a difficult and time-consuming job.

9. The undersigned was responsible for the purchase and retail pricing of milk.

When you have had an opportunity to evaluate this information we would appreciate your letting us know what you want.

Very truly yours,

WILCO FOOD CENTER, INC.

Glenn Gintert

GLENN GINTERT, President

February 1, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Cox:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic and Pacific Tea Company, Inc. you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena was as follows:

Item Number in Subpoena	Description of Documents Produced
1&2	No documents produced
3	Borden Wholesale Sales Tickets for 11/63, 12/64, 8/65, 6/66, 12/67 and 11/68
4	Statement of rebates received during the months listed above (see item 3).
5-9	No documents produced.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. James Cox
Jim's Groceries
128 Chicago Avenue
Oak Park, Illinois 60302

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately descriges records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Bordon, Docket No. 8866.

JIM'S GROCERIES

By_____

Dated: FEbruary , 1974

5280

April 11, 1974

Re: FTC v. A&P and Borden
Docket No. 8788

Dear Mr. Jacobs:

By subpoena dated October 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and, our client, The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Location of one retail store operated in Gary/Hammond area during the relevant time period
2	No documents available

Item Number in Subpoena	Description of Documents Produced
3	Certain invoices and bills from Beatrice for the period from late 1968 until approximately October 1969 (available in files of M. Loeb Corp.)
4	See item 3 above
5-8	No documents available
9	Name of employee who operated the one retail store in the Gary/Hammond area

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. James P. Jacobs
Vice President and General Manager
M. Loeb Corporation
1925 Busse Road
Elk Grove Village, Illinois 60007

AIR MAIL - [Enclosures]

BEST COPY AVAILABLE

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

M. LOEB CORPORATION

By_____

SA Dated: April , 1974

Wholesale Food Distributors
IGA Supply Depot

LOEB
CHICAGO DIVISION

October 23, 1972

Mr. Kenneth Gaines
Altheimer, Gray, Neiburger, Strasburg & Lawton
One North LaSalle
Chicago, Illinois

Dear Mr. Gaines:

In response to the subpoena served upon M. Loeb Corporation and your letter dated October 6, 1972, please be advised that M. Loeb Corporation did not regularly operate any retail stores in the Chicago metropolitan area during the period from January 1, 1963 through December 31, 1968. From time to time due to default by independent operators causing their bankruptcy, abandonment of, or eviction from certain retail outlets; M. Loeb Corporation would operate certain outlets for a short period of time until the outlet could be sold to a new independent operator. During these periods M. Loeb Corporation typically purchased its milk from Beatrice and recalls no instance of changing milk suppliers. M. Loeb Corporation has no documents from which the exact dates of operation of each store could be determined and, in any case, has no documents pertaining to the pricing, cost, and volume information requested in categories 2-9 of the subpoena.

With respect to the Gary/Hammond area, M. Loeb Corporation operated only one retail store, other than as described above. That store was located at 7244 Kennedy Ave., Hammond, Indiana, and was operated by M. Loeb Corporation from late 1968 until approximately October 1969. For that period, the only document presently in the possession of M. Loeb Corporation which are responsive to any of the categories of the subpoena are certain invoices and bills from Beatrice. Sidney Botts was the employee of M. Loeb Corporation who operated this store for at least a portion of the period described above.

It will require some clerical labor to obtain copies of all the invoices and bills described. We will voluntarily deliver these documents as soon as we have been able to invest the time necessary to retrieve the documents. Unless I hear from you to the contrary, I will assume no formal return will be necessary on the subpoena. Although there is not a substantial volume of documents involved, we do desire that you treat in confidence these documents submitted and limit their use to this proceeding and to the attorneys and other personnel involved in the preparation and hearing of your matter.

Very truly yours,

M. LOEB CORPORATION

James P. Jacobs

James P. Jacobs
Vice President & General Manager

JPJ:PG

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-344-1400
TELEX 12-7068

FLOYD ABRAMS
HENRY D. D'SCAIER
CARL M. LOEBENBERG
WALTER C. CLIFF
JOSEPH M. LOMMAS
MARSHALL COX
THOMAS F. CURRIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETHAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL M. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER W. HAYDEN
WILLIAM E. HEGARTY
DAVID B. HYDE
ALLEN S. JOSLYN
EMANUEL KOMN
WILLIAM T. LIFLAND

O. CARLISLE MCCAMBRIDGE
DENIS MAHONEY
LAWRENCE J. MURRAY
RALPH E. MURRAY, JR.
CLIFFORD A. MICHEL
MATHIAS E. MUNZ
DONALD J. MURPHY
JOHN P. ONE
FILIPPONE L. PORTER
JOHN W. RICHARDSON
WILLIAM M. SAXE
IRWIN SCHWEIZER
N. RICHARD SCHUMACHER
DON B. STOCKLEY
DUDLEY B. TENNEY
JEROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINCER
GARY W. WOLF
JOHN R. YOUNG
B. ANTHONY ZINGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

APR 1 1974
M. LUED CORP.
CHICAGO

April 11, 1974

Re: FTC v. A&P and Borden
Docket No. 8900

Dear Mr. Jacobs:

By subpoena dated October 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and, our client, The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Location of one retail store operated in Gary/Hammond area during the relevant time period
2	No documents available

Item Number in Subpoena	Description of Documents Produced
3	Certain invoices and bills from Beatrice for the period from late 1968 until approximately October 1969 (available in files of M. Loeb Corp.)
4	See item 3 above
5-8	No documents available
9	Name of employee who operated the one retail store in the Gary/Hammond area

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. James P. Jacobs
Vice President and General Manager
M. Loeb Corporation
1925 Busse Road
Elk Grove Village, Illinois 60007

AIR MAIL - [Enclosures]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

M. LOEB CORPORATION

By

5286

THE
SOUTHLAND
CORPORATION

May 30, 1974

Ira J. Dembrow, Esq.
CAHILL, GORDON & REINDEL
80 Pine Street
New York, New York 10005

Re: FTC v. A&P and Borden,
Docket No. 8866

Dear Mr. Dembrow:

Enclosed is the response of Northern Illinois Open Pantry Food Marts, Inc. (which, since November 1970, has been a wholly-owned subsidiary of The Southland Corporation) to the subpoena you had served on it on behalf of your client, The Great Atlantic & Pacific Tea Company, Inc.

We request that you treat in confidence the enclosed response and limit its use to the above referenced proceeding and to the attorneys and other personnel involved in the preparation and hearing of this matter.

Please accept our apologies for the lateness of this response. As we discussed in our telephone conversation on May 1, 1974, the subpoena was inadvertently misplaced, and it was not until we received your letter to Mr. Matthews of April 11, 1974 that we realized we had not responded to it.

Very truly yours,

John H. Rodgers
Legal Department

JHR:cb

2828 NORTH HASKELL AVENUE / BOX 719, DALLAS, TEXAS 75221 / 214 828-7011

5287

Response of

NORTHERN ILLINOIS OPEN PANTRY FOOD MARTS, INC.

to

SUBPOENA DUCES TECUM

Served on Behalf of

THE GREAT ATLANTIC & PACIFIC TEA COMPANY

In the Matter of

A&P and BORDEN CO., FTC Dkt. No. 8866

May 1974

Specification 1:

A list showing the store number and address of each retail outlet operated by Respondent during each of the years specified or any portion thereof together with the date such retail outlet opened during the relevant period (and, if applicable, closed) and the names of each store's supplier(s) of milk products.

Answer to Specification 1:

A list showing the store numbers and addresses of the Open Pantry stores operated and/or franchised in the Chicago area by Respondent Northern Illinois Open Pantry Food Marts, Inc. ("Northern Illinois") during the time period January 1, 1963 through December 31, 1968 (the "relevant period") is attached hereto as Exhibit A. Also shown in Exhibit A are the dates in which subleases for the stores in question were signed by the franchisees, which dates were usually within a few months of the dates the stores actually opened for business. There were no Open Pantry stores in the Gary-Hammond area during the relevant period.

Northern Illinois' Open Pantry stores in the Chicago area were franchised, except that from time to time Northern Illinois itself operated some of these stores on a temporary basis while it was seeking or training qualified

franchisees. The franchisees ordinarily made milk purchases for their stores, although Northern Illinois did recommend suppliers to them.

From January 1, 1963 through March 1965, virtually all Open Pantry stores in Chicago and its immediate vicinity purchased milk products from Kainz Dairy, and Open Pantry stores in outlying areas purchased milk from William Sparger, a Sealtest distributor. From April 1965 through December 31, 1968, virtually all Open Pantry stores in the Chicago metropolitan area purchased milk products from Sidney Wanzer & Sons, Inc. ("Wanzer").

Specification 2:

All documents which show, refer or relate to the retail price of milk products in Respondent's stores, including all documents relating to the reason(s) for adopting any particular mark-up over the wholesale or in-to-store price.

Answer to Specification 2:

Northern Illinois does not have any documents which show, refer or relate to the retail price of milk products in either franchised or temporarily company-operated Open Pantry stores during the relevant period, including any documents relating to the reason(s) for adopting any particular mark-up over the wholesale or in-to-store price.

Specification 3:

Documents which show, refer or relate to the list and/or net prices Respondent paid for milk products, identifying the product, the supplier, and the store to which they were delivered.

Answer to Specification 3:

Northern Illinois does not have any documents which show, refer or relate to the list and/or net prices paid for milk products delivered to Open Pantry stores in the Chicago area during the period January 1, 1963 through March 31, 1965, including documents which could identify the products purchased, the supplier, and the stores to which they were delivered. Attached as Exhibit B(1) are price lists effective during the period from April 1, 1965 through December 31, 1968, when Wanzer was the principal Open Pantry dairy supplier. The prices shown under the column headed "store" were "list" prices applicable to Open Pantry stores. Attached as Exhibit B(2) is a portion of a memorandum prepared by Wanzer Dairy which shows the discounts and rebates which were applicable to Open Pantry stores during the relevant period.

Specification 4:

All documents which show, refer or relate to the discounts, rebates, commissions, or advertising, promotional or other allowances, or other similar arrangements or concessions of any kind such as loans by any supplier, equipment arrangements, services or gifts offered to or received by Respondent -- including the supplier(s) involved and the method of computing said payment.

Answer to Specification 4:

It is assumed in this response that this specification was intended to apply only to suppliers of milk products.

Documents relating to discounts and rebates paid by Wanzer are attached hereto as Exhibit B(2), as indicated in the answers to Specification 3 above.

Attached as Exhibit C(1) are Wanzer invoices to various Open Pantry stores which show, among other things, various special promotional prices offered by Wanzer on the dates covered by the invoices. The promotion items are designated by asterisks. The invoices supplied cover most of the year 1968. They are the only documents still available which show Wanzer's special promotion prices during the relevant period.

Attached as Exhibit C(2) are excerpts from a letter from Keith A. Schmidt, Second Vice President of the American

National Bank & Trust Company of Chicago, to Walton Grayson, III, Vice President and General Counsel of The Southland Corporation, dated September 9, 1969, which outlines the terms of various loans to or obligations of Northern Illinois or of Open Pantry Food Marts, Inc. which were guaranteed by Wanzer. Attached as Exhibit C(3) is a copy of the Guaranty Agreement referred to on pages 1 and 2 of Mr. Schmidt's letter.

We are not aware of any additional advertising or other allowances, rebates, loans, etc. paid by Wanzer to Northern Illinois or to any of its stores.

Northern Illinois does not have any documents which would show whether and to what extent rebates or allowances were received by Open Pantry stores from William Sparger or Kainz Dairy prior to April 1965.

Specification 5:

Copies of all newspaper or other advertising (including handbills, flyers, store signs, or other documents) prepared by or for Respondent, advertising the price of milk products, including the dates thereof.

Answer to Specification 5:

Northern Illinois did prepare newspaper and handbill advertisements for its stores during the relevant period, and those advertisements sometimes contained retail prices of selected milk products. However, copies of such advertisements are no longer in Northern Illinois' possession.

Specification 6:

All documents which show, refer or relate to Respondent's contemplated or proposed change of supplier(s) or actual change of supplier(s) of milk.

Answer to Specification 6:

Attached as Exhibit D(1) is a copy of the minutes of a special meeting of the board of directors of Open Pantry Food Marts, Inc. on March 15, 1965, at which it was decided, among other things, to promote the sale of Wanzer products in Open Pantry stores. Attached as Exhibit D(2) is an agreement, dated March 26, 1965, by two directors of Northern Illinois to vote in favor of Wanzer as Northern Illinois' dairy supplier.

Northern Illinois has no other documents responding to this specification.

Specification 7:

All documents which show, refer or relate to Respondent's purchase or sale or proposed purchase or sale of private label milk products, controlled label milk products, or any proposed purchase or sale of brand label milk products. The documents to be furnished pursuant to this request include, but are not limited to, cost studies, cost savings, and terms of sale and delivery.

Answer to Specification 7:

Northern Illinois does not have any documents responsive to this specification, except for those produced in response to Specification 6 above.

Specification 8:

All documents (for all or any part of the Chicago Metropolitan Area and the Gary-Hammond area) which show, refer or relate to:

(a) The market share or market position of (i) Respondent, (ii) other sellers of milk products or grocery products, and (iii) suppliers (i.e., dairies, distributors or vendors) of milk products;

(b) The volume of milk products delivered to and sold by Respondent by store and county; and

(c) The price leader(s) in the sale of milk products.

Answer to Specification 8:

(a) (i) and (ii). Northern Illinois does not have any documents which show, refer or relate to its market share or the market share or position of other sellers of milk products or grocery products. (iii). Attached as Exhibit E is a copy of a survey prepared for the Chicago Daily News of the shares of the Chicago milk market enjoyed by various brands of milk during the relevant period. This survey was not prepared by or for Northern Illinois, and therefore Northern Illinois cannot vouch for its accuracy.

(b) Attached as Exhibit F are copies of documents which show, at list price, the volume of milk products

delivered by Wanzer to each Open Pantry store during the months of April, July, October and December of 1967 and the months of January through November of 1968. Documents showing the volume of milk products delivered to Open Pantry stores during other time periods or by other dairy suppliers are no longer available.

(c) Northern Illinois does not have any documents which show, refer or relate to the price leader(s) in the sale of milk products.

Specification 9:

Documents identifying the individual(s) who were responsible for or in charge of Respondent's purchase of milk products and their retail pricing.

Answer to Specification 9:

To the best of Northern Illinois' knowledge, the names and current addresses of those people who had some responsibility for arranging a dairy supplier for and suggesting retail prices to Open Pantry franchisees during the relevant period were:

Harry Pollay
Open Pantry Food Marts, Inc.
75 East Wacker Drive
Chicago, Illinois 60601

Russell Anderson
Open Pantry Food Marts, Inc.
75 East Wacker Drive
Chicago, Illinois 60601

Frank C. Doyle
(current address unknown)

April 11, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Matthews:

By subpoena dated October, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and, our client, The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us nine categories of documents. As we never received any documents, we have assumed that Northern Illinois Open Pantry Food Marts did not have any material response to this subpoena. By this letter we ask you to verify that your compliance with the subpoena is as stated above. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Enclosed is a copy of this letter on which we ask you to verify that the summary of your response as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if

the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Clark Matthews
Legal Department
The Southland Corporation
2828 Hastrell Avenue
Dallas, Texas 75221

[Enclosure]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR RETAILER'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8856.

NORTHERN ILLINOIS OPEN PANTRY
FOOD MARTS, INC.

Dated: April , 1974 By_____

KAHPX 136

5302

Re: FTC v. A&P and Borden
Docket No. 8866

Summary of
Dairy Subpoena Returns

1. Beatrice Foods Co.
312 Collins Street
Joliet, Illinois

2. Brook Hill Farms, Inc.
c/o Joseph Borenstein
110 South Dearborn
Chicago, Illinois 60603

3. Dean Foods Co.
3600 North River Road
Franklin Park, Illinois

4. Dixie Dairy Company
1200 West 15th Avenue
Gary, Indiana 46407

5. Hawthorne Mellody, Inc.
Chicago Avenue at Keeler
Chicago, Illinois 6065I

6. Hedlin Dairy Co.
5778 North Northwest Highway
Chicago, Illinois

7. Home Dairy Products, Inc.
Box 309
Berne, Indiana 46711

8. Kraftco Corp.
Kraftco Court
Glenview, Illinois 60025

9. Kraml Dairy, Inc.
4371 West Ogden Avenue
Chicago, Illinois 60623

10. Ludwig Milk Company
200 North Spring Street
Elgin, Illinois 60120

11. Mar-Vel Dairy Co.
1712 West 69th Street
Chicago, Illinois 60636

12. Meadowmoor Dairy's Inc.
1334 South Peoria Street
Chicago, Illinois 60608

13. Modern Dairy Co.
1002 North Liberty
Elgin, Illinois 60120

14. Oberweis Dairy Inc.
945 North Lake
Aurora, Illinois 60506

15. Pleasant View Dairy
Highland, Indiana

16. Pure Milk Association
343 South Dearborn Street
Chicago, Illinois

17. Schenkel's All Star Dairy, Inc
Flaxmill Road
Huntington, Indiana

18. Sidney Wanzer & Sons, Inc.
130 W. Garfield Blvd.
Chicago, Illinois 60621

19. Spinney Run Farms Corp.
Milwaukee Ave. & Belvidere Rd.
Libertyville, Illinois

20. Sun Valley Dairy, Inc.
586 Deerfield Rd.
Highland Park, Illinois 6003:

21. Twin Oaks Dairy, Inc.
2621 West Wilcox
Chicago, Illinois

22. Certified Grocers
(Country Delight)

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400
TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETHAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
EMANUEL KOHN
LLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

#1

5303

February 21, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. McCarty:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Beatrice Foods Co. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator
2a	Location of plant

Item Number in Subpoena	Description of Documents Produced
2b	Area in which products distributed
2c	List of distributors
2d	Total points of milk products produced, 1963-1968
2e	Number of units packaged in gallon and half-gallon containers, March 1968-December 1970
2f	Points of milk products and gallons and half-gallons of homogenized milk sold in the relevant area, sold to dealers and distributors in the area, and sold to wholesale accounts and institutions in the area. (There is no record of where the vendors or distributors sold their products.)
3	Various institutional price lists, 1963-1967; wholesale price lists for Joliet area, 1963-1968, and Chicago area, 1962-1970; distributor price lists, 1966-1968; discount schedule for I.G.A. stores, 1966-1967; and discount schedule, August 1969.

Item Number in Subpoena	Description of Documents Produced
4	Retail price lists and schedules (mostly for the Joliet Area) dated 9/1/65-9/1/69
5	Identification of three private label accounts in the relevant area and dollar value of all milk products purchased by such accounts, 1963-1968. (There are no records of total points or points and dollar value of private label.) Also, price lists for two of the private label accounts, 1965-1968
6	No documents available
7-8	Various letters and documents concerning competitive pricing, 1967-1968
9	No documents available
10	See item 7 above
11-12	No documents available
13	Name of individual in charge of sales in the Chicago Metropolitan Area during the applicable period

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Ted M. McCarty, Esq.
Beatrice Foods Co.
Law Department
120 South LaSalle Street
Chicago, Illinois 60603

[Enclosure]

AIR MAIL

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

BEATRICE FOODS CO.

By Jack H. McCarty
attorney

Dated: ~~February~~ April 24, 1974

Dairy #1

5307

February 21, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. McCarty:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Beatrice Foods Co. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator
2a	Location of plant

Item Number in Subpoena	Description of Documents Produced
2b	Area in which products distributed
2c	List of distributors
2d	Total points of milk products produced, 1963-1968
2e	Number of units packaged in gallon and half-gallon containers, March 1968-December 1970
2f	Points of milk products and gallons and half-gallons of homogenized milk sold in the relevant area, sold to dealers and distributors in the area, and sold to wholesale accounts and institutions in the area. (There is no record of where the vendors or distributors sold their products.)
3	Various institutional price lists, 1963-1967; wholesale price lists for Joliet area, 1963-1968, and Chicago area, 1962-1970; distributor price lists, 1966-1968; discount schedule for I.G.A. stores, 1966-1967; and discount schedule, August 1969.

Item Number in Subpoena	Description of Documents Produced
4	Retail price lists and schedules (mostly for the Joliet Area) dated 9/1/65-9/1/69
5	Identification of three private label accounts in the relevant area and dollar value of all milk products purchased by such accounts, 1963-1968. (There are no records of total points or points and dollar value of private label.) Also, price lists for two of the private label accounts, 1965-1968
6	No documents available
7-8	Various letters and documents concerning competitive pricing, 1967-1968
9	No documents available
10	See item 7 above
11-12	No documents available
13	Name of individual in charge of sales in the Chicago Metropolitan Area during the applicable period

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Ted M. McCarty, Esq.
Beatrice Foods Co.
Law Department
120 South LaSalle Street
Chicago, Illinois 60603

[Enclosure]

AIR MAIL

cc: John J. Mathias
William C. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

BEATRICE FOODS CO.

By_____

Dated: February , 1974

Beatrice Foods Co. 5311

LAW DEPARTMENT · 120 SOUTH LA SALLE STREET · CHICAGO, ILLINOIS 60603 · 312-782-3828
CABLE ADDRESS: BEATRICO CHICAGO

JOHN P. FOX, JR
Vice President & General Counsel
ROBERT WINTON
Associate General Counsel
FRED K. SCHOMER
Assistant General Counsel

Attorneys
CHARLES E. HARRISON
T. H. McCARTY
ROBERT W. WEBB

October 26, 1972

William G. Schaefer, Esq.
Sidley & Austin
One First National Plaza
Chicago, Illinois 60670

RE: FTC Docket No. 8866

Dear Mr. Schaefer:

This letter, with Exhibits, constitutes Beatrice Foods Co.'s partial response to your subpoena duces tecum dated July 31, 1972. We are submitting this information on the basis that it will be treated in confidence and the use thereof will be limited to the attorneys and other persons directly involved in the preparation and trial of this matter. I will respond to your subpoena by using the same paragraph number as those used in the subpoena.

Paragraph 1. Enclosed and marked "Exhibit 1" is a letter to Mr. Ralph Hitchner, Market Administrator for the Chicago, Illinois, Federal Milk Marketing Order, authorizing him to release the "Report of Receipts and Utilization" submitted by our Joliet, Illinois, plant for the years 1963 through 1968 to Mr. William G. Schaefer or any attorney of Sidley & Austin designated by him.

Paragraph 2a. & 2b. This information is contained in Exhibit marked "Exhibit 2-C".

Paragraph 2d, e & f. We are still in the process of gathering information to respond to these sub-paragraphs. Since the documents required to respond to these sub-paragraphs are very voluminous and contain highly confidential information which is not responsive, we will submit as soon as possible a tabulation containing this information.

Paragraph 3. All documents responsive to Paragraph 3 are attached as Exhibits marked "Exhibit 3-1 through 3-10".

Paragraph 4. All documents responsive to this paragraph are attached as Exhibits marked "Exhibit 4-1 and 4-2."

5312

Paragraph 5. We have not completed tabulating the information required to respond to this paragraph, but will submit it to you as soon as possible.

Paragraph 6. We have not completed tabulating the information required to respond to this paragraph, but will submit it to you as soon as possible.

Paragraphs 7 & 8. These two paragraphs appear to be closely related, so we are submitting all documents responsive to Paragraphs 7 and 8 under Paragraph 7. These documents are attached as Exhibits marked "Exhibit 7-1 through 7-11."

Paragraph 9. We have no documents responsive to this paragraph, since we do not serve any of the stores identified in Appendix A. Some of these stores may be served by our distributor in the Chicago area, but we have no knowledge as to who his customers are.

Paragraph 10. All documents responsive to Paragraph 10 have been included in Paragrapn 7.

Paragraph 11. We are conducting a further search to determine if we have any documents responsive to this paragraph and will submit them to you as soon as possible.

Paragraph 12. We have no documents which are responsive to this paragraph.

Paragraph 13. The person in charge of the sales of the Joliet plant in the Chicago Metropolitan Area during the applicable period was Harold A. Anderson. Mr. Anderson is presently managing our plant in Durham, North Carolina, but is being transferred back into the Chicago area approximately November 5th.

This subpoena has been very difficult to respond to because most of the documents requested are not documents which are maintained as a permanent part of our records. Therefore, they are not available. I will keep you apprised of the progress we are making in responding to the paragraphs which we have not yet responded to.

If you have any questions, please contact me.

Sincerely,

Ted H. McCarty

Ted H. McCarty

THMcC/vc
Enclosures

ccs: Mr. Theodore P. von Brand
Mr. John P. Fox, Jr.

GERALD L. PRICE

JAN 31 1974

PATENT DEPT.

5313

CAHILL GORDON & REINDEL

EIGHTY PINE STREET
NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400
TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McRAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON S. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N. W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 25, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Price:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Brook Hill Farms was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number In Subpoena	Description of Documents Produced
1	Letter of authorization to the Milk Market Administrator (Order No. 30)

Item Number In Subpoena	Description of Documents Produced
2-6, 8-10	It was agreed that these items in the subpoena could be disregarded as Brook Hill Farms was never in the whole milk business and does not sell to retail establishments, but rather, is in the business of selling certain milk based specialty products as well as certain non-milk based products.
7, 11-12	No documents available.
13	No response.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Ira J. Dembrow

Gerald Price, Esq.
Hunt-Wesson Foods, Inc.
1645 West Valencia Drive
Fullerton, California 92634

I have read the foregoing letter and to the best of my information and belief, it accurately describes records produced to Borden's counsel in response to the subpoena served on Brook Hill Farms, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

BROOK HILL FARMS, INC.

Dated: January 5, 1974 By _____

Its Attorney

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N. Y. 10005

February 19, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Jentes:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Dean Foods Co. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letters of authorization to the Milk Market Administrators for the Chicago and Indianapolis Federal Milk Marketing Orders.

Item Number in Subpoena	Description of Documents Produced
2a	Location of plants serving relevant area.
2b	Areas served by the plants listed above.
2c	No documents available.
2d	Total points of milk products produced at plants listed above (see Item 2a), 1963-1970.
2e-f	No documents available (but estimates of percentages of gallons and half-gallons of homogenized milk produced at the plants listed above that were sold or distributed within the relevant areas, 1963-1970).
3	Various published price lists that Dean was able to locate for the period 1963-1968. Dean has no invoices, billing or accounting records for the period 1963-1968. Also, a schedule of Dean net wholesale prices to Jewel and other central billed accounts for half-gallons of homogenized milk, 1963-1968.
4	No documents available.
5	Only documents available are those referred to in connection with Item 3 above.
6-8	No documents available for any period prior to 1969.
9	Only documents available for periods prior to 1969 are those referred to in connection with Item 3 above.
10	Only documents available are those referred to in connection with Item 3 above.

BEST COPY AVAILABLE

Item Number in Subpeona	Description of Documents Produced
11	No documents available for any period prior to 1969.
12	Only documents available are those which were introduced in evidence in the matter of Dean Foods Company, Docket No. 8674. A copy of the printed record on appeal in that matter was supplied.
13	List of names and addresses of persons in charge of the sales of milk products in the relevant area during the applicable period.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

William R. Jentes, Esq.
Kirkland & Ellis
2900 Prudential Plaza
Chicago, Illinois 60601

[Enclosure]

AIR MAIL

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Dean Foods Company in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

DEAN FOODS COMPANY

By _____

Dated: March 14, , 1974

5319

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127066

FLOYD ABRAMS
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PAUL H. FOX
STEPHEN A. GREENE
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DAVID R. HYDE
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IMMANUEL KOHN
WILLIAM T. LIFLAND
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DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
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HAROLD F. REINDEL
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COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

February 19, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Eskilson:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letters of Authorization to the Milk Market Administrators for Milk Order Nos. 30, 31 and 49
2a	Location of plant

Item Number in Subpoena	Description of Documents Produced
2b	Area in which products are sold
2c	Names and addresses of vendors and distributors
2d-f	Percentage of sales and points and units of gallons and half-gallons of homogenized milk attributable to institutions, home delivery and store customers. Other information (to the extent available) can be found in the Handler's Reports and in the route books (see item 4).
3	Various retail and wholesale price lists for the relevant period.
4	Home delivery prices are indicated on price lists (see Item 3, above) and in the retail route books which are available
5	Private label gallon and half gallon homogenized milk prices to two dairies
6	No documents available
7	Borden, Inc. price list, dated 11/11/70; Borden-Hammond-Wholesale price list dated 11/24/69; Hawthorne Mellody price list dated 11/13/70
8	No documents available
9	Data can be found in various route books for the period January, 1967-December, 1970. All route books prior to January 1967 have been destroyed (and there is no other source for the requested information). Information on rebates and loan to one store on Appendix A to the subpoena.

Item Number in Subpoena	Description of Documents Produced
10	Copies of ledger sheets showing loans to three of the four stores on Appendix A to the subpoena served by Dixie. In addition, "Dixie had made some small loans to smaller stores, and had provided some dairy cases and dispensers on loan." (Also see item 9 above)
11	No documents available
12	Copy of 1969 "Chicago Standard Metropolitan Statistical Area Retail Grocery Volume"
13	Names of individuals responsible for sales during the applicable period

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Ira J. Dembrow

Eskil T. Eskilson, President
Dixie Dairy Company
1200 West 15th Avenue
Gary, Indiana 46407

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately

describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

DIXIE DAIRY COMPANY

By _____

Dated: February 18, 1974

5323

BURDITT AND CALKINS

135 SOUTH LA SALLE STREET
CHICAGO, ILLINOIS 60603
(312) 641-2121

GEORGE M. BURDITT
GLENN G. PAXTON
PAUL GERDEN
RICHARD M. CALKINS
JAMES R. PHELPS
J. R. BLOMQUIST
WILLIAM N. BRAUN
JAMES L. FLETCHER
RAYMOND A. JENSEN
MALCOLM A. CHANDLER
JOHN F. LEMKER
WAYNE R. ANDERSEN
RICHARD E. FAVORITI
JAMES C. MURRAY, JR.
DELLA RAE MELIN
DONALD L. METZGER

SPRINGFIELD OFFICE
BARRISTER BUILDING
420 SOUTH SEVENTH STREET
SPRINGFIELD, ILLINOIS 62701
217 789-1414

WILLIAM M. GIFFIN
THOMAS J. IMMEL

OF COUNSEL
FREDERICK D. CARROLL
JOHN H. SCHEID

May 17, 1974

Ira J. Dembrow, Esq.
Cahill, Gordon & Reindel
Eighty Pine Street
New York, New York 10005

RE: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Dembrow:

Herewith is copy of your February 21, 1974 letter addressed to Mr. John Coffey on which I have signed the verification with respect to records produced to Borden's counsel in response to the subpoena dated July 31, 1972 served on Hawthorn Mellody, Inc. in the above captioned proceedings.

I apologize for not returning this to you sooner, however, I believe you will understand the circumstances for my delay in this instance.

Very truly yours,

William N. Braun

WNB:nw
Enclosure

cc: Mr. H. Blair White
(with enclosure)

5324

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

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PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

February 21, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Coffey:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Hawthorn Mellody, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Milk Market Administrator
2a	Location of plant
2b	Map of area served by Hawthorn

Item Number in Subpoena	Description of Documents Produced
2c	List of Hawthorn Mellody vendors available.
2d	Total points of milk products produced.
2e	Number of units of homogenized milk packaged in gallon and half-gallon containers.
2f	No documents available.
3	Various wholesale price lists and price lists to individual stores, 1963-1968; rebates, 1965-1966.
4	Retail price lists for various dates, 1964-1968.
5-8	No documents available.
9	Price lists and volume of milk products sold to various stores including some contained on Appendix A to the subpoena.
10-12	No documents available. (A file of market survey information from the Chicago Sun Times (see Item 12) no longer exists.)
13	Names of individuals responsible for sales during the relevant period.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully;

if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

John J. Coffey, Esq.
Rothschild, Barry & Myers
Two First National Plaza
Chicago, Illinois 60670

[Enclosure]

AIR MAIL

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Hawthorn Mellody, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

HAWTHORN MELLODY, INC.

By

Burditt and Calkins
135 South LaSalle Street
Chicago, Illinois 60603

Dated: May 17, 1974

February 21, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Coffey:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Hawthorn Mellody, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Milk Market Administrator
2a	Location of plant
2b	Map of area served by Hawthorn

Item Number in Subpoena	Description of Documents Produced
2c	List of Hawthorn Mellody vendors available.
2d	Total points of milk products produced.
2e	Number of units of homogenized milk packaged in gallon and half-gallon containers.
2f	No documents available.
3	Various wholesale price lists and price lists to individual stores, 1963-1968; rebates, 1965-1966.
4	Retail price lists for various dates, 1964-1968.
5-8	No documents available.
9	Price lists and volume of milk products sold to various stores including some contained on Appendix A to the subpoena.
10-12	No documents available. (A file of market survey information from the Chicago Sun Times (see Item 12) no longer exists.)
13	Names of individuals responsible for sales during the relevant period.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully;

if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope: if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

John J. Coffey, Esq.
Rothschild, Barry & Myers
Two First National Plaza
Chicago, Illinois 60670

[Enclosure]

AIR MAIL

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Hawthorn Mellody, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

HAWTHORN MELLODY, INC.

By_____

Dated: February , 1974

October 3, 1972

Mr. John J. Coffey
Rothschild, Barry & Myers
Two First National Plaza
Chicago, Illinois 60670

Re: F.T.C. Docket No. 8866

Dear Mr. Coffey:

This letter is to acknowledge our receipt of the information requested from Hawthorn Mellody, Inc. in the Subpoena Duces Tecum issued on July 31, 1972, with the following exceptions (numbered here to correspond with the paragraph numbers of the Subpoena specifications):

2. In your letter of September 18, 1972, you stated that the Hawthorn Mellody plant was at 4201 West Chicago, Avenue, Chicago, Illinois, and that prior to about 1966 there was also a building across the street at 4224 West Chicago Avenue. You did not state, however, whether the Hawthorn Mellody Milwaukee plant sold milk products in the areas in question.

In response to paragraph 2c of the Subpoena specifications you stated that you had a list of Hawthorn Mellody vendors. Because you stated that this information was of a sensitive nature, we did not request that you provide us with the list at this time. It is important, however, that you retain these documents for our later use, if it should become necessary.

You also submitted to us a sheet entitled "Point Analysis" which is broken down into the following subheadings: Chicago Avenue, Wheeling, Pure Milk Assoc., South Side, and Total All Branches. We assume these figures represent the sales made from or to each such location.

3. In response to paragraph 3 of the Subpoena specifications,

you have provided us with various price lists. You have also provided us with various rebate cards. These cards show the per cent rebate given various store customers and some of the cards indicate an additional rebate of $0.04-$0.10 per gallon. We would like to know if this additional discount applied to gallons of milk.

6. Although you stated in your letter of September 18, 1972, that Hawthorn did not sell a private label milk during the period in question, you did not state whether Hawthorn has any of the documents requested in paragraph 6 of the Subpoena specifications. We request that these documents, if any, be supplied to us as soon as possible.

7, 8, 10, 11 & 13. We also note that none of the documents requested in paragraphs 7, 8, 10, 11 and 13 were included with the documents with which you supplied us. If Hawthorn does not have any of these documents, please confirm that fact.

9. Although you provided us with the price lists to the various stores listed in Appendix A, you have not provided us with any documents showing the locations of each of the stores. Nor have you provided any documents showing the total points and dollar value purchased by each such store during each year of the applicable period.

You have provided us with two page documents that appear to show weekly production in points for 1968, a sample of which is enclosed We would appreciate it if you would explain what the various columns represent and whether they were generally representative of the entire period in question.

You have also provided us with price lists to various stores listed in Appendix A. The National Tea price lists prior to September 1966, show list prices, discounts and net prices. From that date until the end of the applicable period the lists only show net prices. We would like to know if the rebates shown on the Rebate Schedule attached as Exhibit 1-D to Hawthorn Mellody's response to the 1966 Milk and Bread Survey apply to the National Tea prices after September 14, 1966, and whether there were any other rebates or any other payments to National Tea during any of the period.

12. In response to paragraph 12 of the specifications, you stated that a Hawthorn Mellody employee had a file drawer on Sun Times market survey information, but that these files no longer exist. We understand that there are no other documents responsive to paragraph 12.

As noted above, Hawthorn Mellody has not completed its respons

to all of the Subpoena specifications. We would appreciate a prompt response to those requests.

If any of the information contained in this letter differs from your interpretation of the responses that Hawthorn Mellody has given us to the Subpoena, please contact us.

Very truly yours,

William A. McLain:alv
enclosure

bcc: Mr. Walter W. Kocher

	DESCRIPTION	1	2	3	TOTAL				
1	GALS. MILK - GLASS	—	—	—	—				
2	" " - PAPER	9011	544	2895	12850				
3	½ GALS. MILK	2621	179	1345	15145				
4	QTS. "	1181	60	1825	6612				
5	GALS. 2% - PAPER	1	—	3	4				
6	½ GALS. 2%	632	269	124	1125				
7	½ GALS. VITA SKIM	756	306	149	1211				
8	QTS. " "	664	192	219	1075				
9	½ GALS. BUTTERMILK	1150	78	401	1629				
10	QTS. "	503	34	653	1610				
11	½ GALS. CHOC. 2%	241	14	80	335				
12	QTS. CHOC.	351	36	181	568				
13	½ PTS. INST. SHAKE-CHOC.	316	33	174	523				
14	" " " -STRAW.	—	—	—	—				
15	PTS. HALF & HALF	2923	445	675	11843				
16	½ PTS. WHIPPING CR.	215	90	33	338				
17	PTS. SOUR CREAM	544	55	55	654				
18	½ PTS. " "	525	84	59	711				
19	PTS. HALF & HALF SOUR	232	57	4	293				
20	½ PTS. " " "	156	82	19	257				
21	ONION DIP	56	64	15	135				
22	BLEU CHEESE DIP	5		1	6				
23	SPEC. FLAVOR DIP			4	4				
24	8 OZ. COTTAGE CHEESE	409	86	121	636				
25	16 Oz. L. K. Cottage Cheese	478	90	132	700				
26	16 Oz. S. K. " "	522	187	156	921				
27	16 Oz. Chive " "	125	25	18	168				
28	16 Oz. Pine. " "	121	14	9	144				
29	16 Oz. Spec. " "		12		12				
30	16 Oz. Dry " "	69	8		77				
31	2 Lb. L. K. " "	188	45	74	307				
32	2 Lb. S. K. " "	148	45	71	264				
33	MELLODY WHIP	114		26	140				
34	½ PTS. YOGURT - PLAIN	245	44	6	295				
35	½ PTS. " - VAN.	47			47				
36	½ PTS. " - STRAW.	70	23	11	104				
37	QTS. EGG NOG								
38	Butter Turkeys or Lambs	48	—	—	48				
39	QTS. ENZYLAC								
40	QTS. GOAT MILK	5		1	6				
41	QTS. LOW SODIUM								
42	QTS. ORANGE								
43	—	—	12	—	12				
44	—	17,363	1555	5032	23,950				

| | | |

LINE #	PRODUCT DESCRIPTION	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
1	GALS. MILK - GLASS	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
2	" " - PAPER	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
3	½ GALS. MILK	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
4	QTS. "	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
5	GALS. [illegible] - PAPER	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
6	½ GALS. [illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
7	½ GALS. VITA SKIM	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
8	QTS. " "	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
9	½ GALS. BUTTERMILK	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
10	QTS. "	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
11	½ GALS. CHOC. 2%	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
12	QTS. CHOC.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
13	½ PTS. INST. SHAKE-CHOC.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
14	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
15	PTS. HALF & HALF	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
16	½ PTS. WHIPPING CR.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
17	PTS. SOUR CREAM	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
18	½ PTS. " "	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
19	PTS. HALF & HALF SOUR	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
20	½ PTS. " " "	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
21	ONION DIP	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
22	BLEU CHEESE DIP							
23	SPEC. FLAVOR DIP							
24	8 OZ. COTTAGE CHEESE	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
25	16 Oz. L. K. Cottage Cheese	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
26	16 Oz. S. K. " "	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
27	16 Oz. Chive " "	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
28	16 Oz. Pine. " "	[illegible]	[illegible]				[illegible]	
29	16 Oz. Spec. " "	[illegible]					[illegible]	
30	16 Oz. Dry " "	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	
31	2 LB. L. K. " "	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]
32	2 LB. S. K. " "	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	
33	MELLODY WHIP	[illegible]	[illegible]		[illegible]		[illegible]	
34	½ PTS. YOGURT - PLAIN	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	
35	½ PTS. " - VAN.	[illegible]	[illegible]		[illegible]		[illegible]	
36	½ PTS. " - STRAW.	[illegible]	[illegible]		[illegible]		[illegible]	
37	QTS. EGG NOG							
38	[illegible]	[illegible]					[illegible]	
39	QTS. ENZYLAC							
40	QTS. GOAT MILK	2					2	
41	QTS. LO - SODIUM							
42	QTS. ORANGE			8	15		26	
43								
44		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

	DIV #3		TEXTILES	FEDERAL	GRAND	National Tea w/e 3/24/48
2042		5269	15112		15112	
13668		23281	75394	350	75744	
25171		36435	133622	3445	133551	
8267		11317	52347	67	52396	
1774		1656	5491	68	6559	
6473		9244	23368	146	23514	
4223		3591	17241	27	17283	
2574		2767	12381	17	12464	
523		1664	3686		3686	
1277		1973	7653	38	7691	
648		905	2693	3	2698	
816		1122	3476	2	3478	
1163		1116	11161		11161	
246		1485	936		936	
5104		10222	47214	116	47330	
2165		1989	6697	29	6697	
1112		1253	5752		5752	
1652		3451	9622		9622	
1216		928	4124		4124	
1542		2116	5772	29	5772	
1611		2112	3516	8	3524	
6			6		6	
14			14		14	
525		1556	7647	30	7677	
2164		2222	12561	127	12688	
5221		2442	15137		15137	
515		3447	25419		25419	
417		4123	21668		21668	
181		621	5214	31	5245	
1215		2215	12419		12419	
2129		5221	15731	176	15907	
6225		7151	21442		21442	
516		2351	22381	22	22403	
1227		3173	21771	22	21793	
136		12	5555		5555	
2711		2334	12442		12442	
			166		166	
		7	7		7	
2		1	5		5	
42			68		68	
52	11	11511	2461356	8285	2477278	

5334

→ Mr. McLain

5335

LAW OFFICES

ROTHSCHILD, BARRY & MYERS

TWO FIRST NATIONAL PLAZA

CHICAGO, ILLINOIS 60670

FRANKLIN 2-2345
AREA CODE 312

ISAAC S. ROTHSCHILD
NORMAN J. BARRY
EDWARD I. ROTHSCHILD
WILLIAM G. MYERS
MELVIN I. MISHKIN
DONALD E. EGAN
JOHN J. COFFEY III
JEROME M. DEVANE
ALAN L. UNIKEL
JOSEPH P. DELLA MARIA, JR.
ROGER J. GUERIN

September 18, 1972

William McLain, Esq.
Sidley & Austin
One First National Plaza
Chicago, Illinois 60670

Dear Bill:

We are separately delivering the box of Hawthorn Mellody documents which you previously inspected. I understand that you will make copies and return the contents to me. You are going to temporarily retain the 5 x 8 cards showing prices to various stores and will return those after analysis. The vendor addresses I have retained as per your instruction.

Also enclosed is a new authorization letter to the Market Administrator.

I can confirm that the map shows the area served from the one Hawthorn Mellody processing plant in the Chicago area. That plant is now at 4201 West Chicago Avenue. Prior to about 1966 there was also a building across the street at 4224 West Chicago Avenue.

The sales managers during the period in question were Luke Murtough (now retired and believed to be in Florida), and Edwin Dunmore and Peter McCormick (both of whom left the company several years ago).

Also Hawthorn did not sell a private label milk during the period in question.

I have transmitted your other questions to the company and they are looking further.

Please treat all of these matters in confidence as you offered to do in your letter of July 26, 1972, to Hawthorn Mellody.

Very truly yours,

John J. Coffey

JJC:cl

Enclosure

5337

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
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IMMANUEL KOHN
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O. CARLYSLE McCANDLESS
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WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

February 13, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Hatton:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Hedlin's Dairy was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Milk Market Administrator.
2	Area in which milk products were distributed during 1963-1968. No production records available other than the Handler's Reports.
3-4	No price lists available for the period 1963-1968. The prices charged store and home delivery customers during this period are contained in route books (available upon request) and the rebates given to these customers are recorded on separate cards.
5-12	No documents available.
13	Name of individual in charge of sales between 1963-1968.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Ira J. Dembrow

Edward Hatton, Esq.
Jenner & Block
One IBM Plaza
Chicago, Illinois 60611

[Enclosure]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Hedlin's Dairy in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

HEDLIN'S DAIRY

By Edward H Hatton

Dated: February 25, 1974

CAHILL GORDON & REINDEL 5340
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

February 19, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Ploetz:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and, our client, The Great Atlantic & Pacific Tea Company, Inc., Home Dairy Products, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Milk Market Administrators for Orders Nos. 30, 31 and 49
2	No documents available

BEST COPY AVAILABLE

Item Number in Subpoena	Description of Documents Produced
3	Weekly invoices for milk products sold to three retail stores during 1970
4-8	No documents available
9	Weekly invoices showing the price and volume of milk products sold to the Tittle store in Valparaiso, Indiana, listed on Appendix A to the subpoena, during July-Dec. 1970
10	Quarterly promotion schedules for three stores for various periods during 1970. (see Item 3 above)
11-13	No documents available

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Charles J. Ploetz
Ploetz and Glynn
Box 9
Prairie du Sac, Wisconsin 53578

[Enclosure]

AIR MAIL

cc: John J. Mathias
William G. Schaefer, Jr.

TEL. 608-256-8316
WIS. 53558 - TEL- 608-643-3394

NOTE FOR DAIRY'S COPY

William A. McBain
Attorney

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Home Dairy Products, Inc. in the proceeding re FTC v A&P and Borden, Docket No. 8866.

To best of my knowledge Home Dairy has responded to you with the information which we [illegible] further we will have, and when [illegible] please let me know and I will have our people take a further search.

HOME DAIRY PRODUCTS, INC.

By _____

Very yours,

Dated: February , 1974

[illegible]
Counsel

Borden's reply letter 5-7-74

[illegible]

5343

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
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CARL M. BORNMANN
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JOSEPH P. CONWAY
MARSHALL COX
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JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 25, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Cock:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Kraftco Corp. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number In Subpoena	Description of Documents Produced
1	Handlers' Reports submitted by the Sealtest Milwaukee plant to the Chicago Milk Market Administrator (Order No. 30) for 1969 and 1970.

Item Number In Subpoena	Description Of Documents Produced
2a	Location of the only plant processing milk products for distribution in the two relevant market areas.
2b	Area in which milk products distributed.
2c	Name and address of the distributor of milk products in the two relevant market areas.
2d-e	Documents showing production at the Sealtest plant, in points, for the years 1966-1970 together with a point conversion table.
2f	No documents available.
3	Four distributor price lists. (1967-1968)
4-12	No documents available.
13	List of Sealtest Sales Personnel for the Chicago Metropolitan and Gary-Hammond Areas, 1963-1970.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

C. Lee Cook, Esq.
Chadwell, Kayser, Ruggles, McGee,
Hastings & McKinney
135 South LaSalle Street
Chicago, Illinois 60603

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Kraftco Corp. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

KRAFTCO CORPORATION

By Howard Hoover
Senior Attorney

Dated: January 31, 1974

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

February 19, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Spark:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Kraml Dairy, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your complaince with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number In Subpoena	Description of Documents Produced
1	Letters of authorization to the Milk Market Administrators of Milk Order Nos. 30 and 49.

Item Number In Subpoena	Description of Documents Produced
2a	Location of Plant.
2b	Area in which milk products were sold.
2c	Names and addresses of the vendors that were with Kraml Dairy (at one time or another) during 1/1/63 through 12/31/68.
2d	Total points of milk productsproduced at the Kraml plant for the year 1968. (No records are available for any earlier period.)
2e	The number of units of homogenized milk packaged in gallon and half gallon containers in 1968. (No records are available for any earlier period.)
2f	Points of milk and gallons and half-gallons of homogenized milk sold during 1968 by Kraml routes (to stores in the Chicago Metropolitan Area) and by Kraml vendors (to both stores and home delivery). (No records are available for any earlier period.)
3-13	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review

this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

David I. Spark, Esq.
Spark & Hollab
77 West Washington Street
Suite 1901
Chicago, Illinois 60602

[Enclosures]

AIR MAIL

cc - John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Kraml Dairy, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

KRAML DAIRY, INC.

By Willard Kraml Jr.
Asst Secretary - Kraml Dairy Inc.

Dated: February 11, 1974

5349

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

February 14, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Broeker:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Handler "Reports of Receipts and Utilization". ✓
2a	Location of plant ✓

INDEL

Item Number in Subpoena	Description of Documents Produced
2b	Area in which milk was sold
2c	Name of distributor in Chicago Metropolitan Area
2d-e	Information available from the Handler's Reports
2f	Statements that all gallon and half-gallon containers listed on Handler's Reports were sold in the Chicago Metropolitan Area, and that Ludwig's business was mostly retail.
3	Document with net prices on gallons and half-gallons of homogenized milk charged to various wholesale customers, 1964-1968
4	Document with lowest prices on retail for gallons and half-gallons of homogenized milk, 1964-1968
5-8	No documents available
9	Prices of half-gallon homogenized milk to the one store on Appendix A to the subpoena, served by Ludwig, 1964-1968
10	Loaned refrigerator for cooling milk (see item 3)
11-12	No documents available
13	Names of individuals responsible for sales during the applicable period

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced

as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Gay M. Broeker, Vice President
Ludwig Milk Company
200 North Spring Street
Elgin, Illinois 60120

[Enclosure]

AIR MAIL

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

LUDWIG MILK COMPANY

By _____

Dated: February 25, 1974

5352

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
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RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N. W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

February 22, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Feglino:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Milk Market Administrator.

Item Number in Subpoena	Description of Documents Produced
2a	Location of plant.
2b	Area in which milk products sold.
2c, 2f (ii), (iii), (iv), 3, 5 and 9	It was agreed that these items could be deleted from the subpoena because Mar-Vel does not sell to stores or distributor-vendors, but sells exclusively to institutional and home delivery customers.
2d	Total points of milk produced at plant.
2e	Number of units of homogenized milk packaged in gallon containers; percentage of business represented by sales to home delivery and institutional customers.
2f	Statement that milk was distributed in the Chicago area, but not in the Gary-Hammond area.
4	No documents available (but statement of lowest home delivery price).
6-8, 10-13	No documents available.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and

return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. J. C. Feglino
Mar-Vel Dairy Co.
1712 West 69th St.
Chicago, Illinois 60636

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

MAR-VEL DAIRY CO.

By J. C. Feglino

Dated: February 15, 1974

5355

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N. Y. 10005

February 14, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Perkins:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Meadowmoor Dairy, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter to the Market Administrator authorizing the review of Meadowmoor's handler reports

Item Number in Subpoena	Description of Documents Produced
2a-b	Information available in the milk market administrator's file.
2c	List of vendors or distributors who purchased milk products.
2d	Total production in points, 1963-1970.
2e	Information available from the milk market administrator.
2f	No documents available
3	Five files were produced: 1. "Correspondence on Cost Plus Price Increase File" - since 1967 2. "Price List, Corporate and Wholesale" - since 1970 3. "Convenient Food Mart Sales Report and Rebates File" - since 1967 4. "Cost Plus Weekly Billings" - since 1967 5. "Cost Plus Prices Computation File" - since 1964 (Only the Convenient Food and the Cost Plus Prices Computation files showed prices paid for gallons and half-gallons of homogenized milk during the applicable period.)
4-6	No documents available
7-8	Competitive price file containing information from 1963 through February, 1969 regarding the prices charged by other dairies, and negotiations, bids, proposals and offers to sell milk products to stores.

Item Number in Subpoena	Description of Documents Produced
9	Various accounts receivable ledger cards for Scot Lad, D&S, and Convenient Stores. (These ledger cards merely show the total dollar value of sales per week)
10	No documents available
11	No documents available, except for a sheet dated 5/6/68 comparing the out-of-store price at seven stores
12	Estimate of Meadowmoor's market share from 1/63 to 4/66
13	Name of individual responsible for sales during the relevant period

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

James L. Perkins, Esq.
Winston & Strawn
One First National Plaza
Chicago, Illinois 60670

cc: John J. Mathias
William G. Schaefer, Jr.

[Enclosure]

AIR MAIL

NOTE ON DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Meadowmoor Dairy, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

MEADOWMOOR DAIRY, INC.

By James L. Parkin

Dated: March 29, 1974

5359

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

February 13, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Rosen:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Modern Dairy Company, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Milk Market Administrator.
2a	Location of plant.
2b	Area in which milk products distributed.
2c	Identification of four retail vendors serving home delivery only.
2d-e	Information available on the Handler's Reports.
2f	Percentage of business represented by home delivery, vendor and store sales.
3	No price lists were used; statement of prices charged to vendors, to a private label account and to a brand label account.
4	The records available for approximately 17,000 home delivery accounts are the monthly retail route books. The lowest gallon and half-gallon price charged for home delivery during 1964-1968 was provided.
5	Identification of the one account with two stores which purchased private label, the products involved, and the percent of product and dollar sales.

Item Number in Subpoena	Description of Documents Produced
6-8,	No documents available.
9	The name of the one account (listed on Appendix A to the subpoena) served by Modern, the prices charged and the approximate percentages of sales attributable to this account.
10	Identification of the account to which "one small loan . . . was made rather than to have the account run the bill up."
11-12	No documents available.
13	Names and positions of individuals responsible for sales during the relevant period.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

S. Aaron Rosen, Esq.
Rosen and Rosen
100 North LaSalle Street
Chicago, Illinois 60602

[Enclosure]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Modern Dairy Company, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

MODERN DAIRY COMPANY, INC.

By I Aaron Rosen,
atty. and duly authorized agent

Dated: February 28, 1974

5363

REID, OCHSENSCHLAGER, MURPHY AND HUPP
ATTORNEYS AT LAW
75 SOUTH STOLP AVENUE
P. O. BOX 1864
AURORA, ILLINOIS 60507

TELEPHONE
AREA CODE 312
892-8771

FRANK R. REID, JR. 1910-1962
LAMBERT M. OCHSENSCHLAGER
WILLIAM C. MURPHY
ROBERT B. HUPP
GILBERT X. DRENDEL, JR.
CHARLES F. THOMPSON, JR.
GEORGE P. LINDNER
JOHN M. LAMONT
WILLIAM C. SCHANLABER
GEORGE W. BRANNEN
JOHN A. LUNDQUIST
ROBERT L. SPEERS
LOREN L. HEUERTZ
TIMOTHY J. REULAND
WAYNE F. WEILER

February 7, 1974

Mr. Ira J. Dembrow
Cahill Gordon & Reindel
80 Pine Street
New York, New York 10005

Dear Mr. Dembrow:

Reply to your letter of January 25, 1974 I will tell you that Mr. Mrkvicka is no longer with our office and I will attempt to give you a reply.

From my review of the file and particularily referring to Mr. Mrkvicka's letter of the 31st of August, 1972, it does appear to me that the items referred to in your letter of January 25, 1974 are an accurate summary of the records produced by Mr. Mrkvicka in response to the subpoena served on Oberweiss Dairy, Inc. in the proceedings re: FTC v. A&P and Borden Docket No. 8866.

Should anyone connected with this case desire to inspect any of our files, feel free to call upon us for full cooperation.

Very truly yours,

REID, OCHSENSCHLAGER, MURPHY AND HUPP

Lambert M. Ochsenschlager

LMO/lv

January 25, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Mrkvicka:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Oberweis Dairy, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number In Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator.

Item Number In Subpoena	Description of Documents Produced
2a	Location of the plant.
2b	Area in which products were sold.
2c	Oberweis did not sell to vendors or distributors.
2d-e	Information available on the Handlers' Reports.
2f	Percentage of business represented by sales to store, institutional and home delivery customers.
3-4	Two price lists effective 5/1/63 and 9/1/66 and three price schedules effective 9/1/66, 7/1/68 and 8/1/66.
5-8	No documents available.
9	Statement that the one store on Appendix A to the subpoena that was served by Oberweis was sold milk at a price slightly lower than the wholesale price shown on Oberweis' price lists. (There were no written documents reflecting this difference.)
10-12	No documents available.
13	Names of individuals responsible for sales during this period.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return

the enclosure in the stamped, addressed envelope: if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Stephen J. Mrkvicka, Esq.
Reid, Ochsenschlager, Murphy
& Rupp
75 South Stolp Avenue
Aurora, Illinois 60507

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Oberweis Dairy, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

OBERWEIS DAIRY, INC.

By_____

Dated: January , 1974

September 13, 1972

Mr. John L. Oberweis
Oberweis Dairy
945 North Lake Street
Aurora, Illinois 60506

Re: F.T.C. Docket No. 8866

Dear Mr. Oberweis:

This letter is to acknowledge our receipt of the information requested in the Subpoena Duces Tecum issued on July 31, 1972, with the following exceptions (numbered here to correspond with the paragraph numbers of the Subpoena specifications):

2. Although you had no documents which showed the area in which milk products were distributed, sold or resold from your plant, you stated during our meeting of August 30, 1972, that during the applicable period you sold milk in Kane and DuPage Counties, in an area bounded on the north by St. Charles, on the south by Oswego, on the west by Route 47, and on the east by Naperville, Wheaton, and West Chicago. In response to paragraph 2c of the Subpoena specifications, you stated that the Oberweis Dairy did not sell to vendors or distributors.

In response to paragraphs 2d and e of the Subpoena specifiactions, you stated that the total points of milk produced at the Oberweis plant, and the number of units of milk packaged in gallon and half gallon containers can be found on the handler's reports, filed with the Market Administrator. You also said that there was

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a period when the Milk Order did not apply, and that you do not have an independent source for the information for that period.

9. In response to paragraph 9 of the specifications, you stated that you served only one store of those listed in our Appendix A. That was the Bi-Lo Store, a member of Certified Grocers of Illinois, Inc. You stated that you recalled that this store was sold milk at a price slightly lower than the wholesale price shown on your price lists. You did not, however, have any written documents reflecting this difference.

You also stated that you have none of the documents referred to in paragraphs 5, 6, 7, 8, 10, 11, and 12.

If the information contained in this letter differs from your interpretation of the responses that you have given us to the Subpoena, please contact us.

Very truly yours,

William A. McLain:scr

bcc: Kocher

BEST COPY AVAILABLE

5369

REID, OCHSENSCHLAGER, MURPHY AND HUPP
ATTORNEYS AT LAW
75 SOUTH STOLP AVENUE
P. O. BOX 1564
AURORA, ILLINOIS 60507

TELEPHONE
AREA CODE 312
892-8771

FRANK L. REID, JR. 1910-1962
LAMBERT M. OCHSENSCHLAGER
WILLIAM C. MURPHY
ROBERT B. HUPP
GILBERT X. DRENDEL, JR.
STEPHEN J. MRKVICKA
CHARLES F. THOMPSON, JR.
GEORGE P. LINDNER
JOHN M. LAMONT
WILLIAM C. SCHANLABER
GEORGE W. BRANNEN
JOHN A. LUNDQUIST

August 31, 1972

Mr. William A. McLain, Esq.
Sidley & Austin
Attorneys at Law
One First National Plaza
Chicago, Illinois 60670

Re: F.T.C. Docket No. 8866 - Oberweis Dairy

Dear Bill:

Enclosed are photocopies of the following documents which you requested at our conference on August 30th, 1972 at the offices of the Oberweis Dairy:

1. A price list entitled "Prices Effective May 1, 1963."
2. A price list without title but with the pencil date of 9/1/66.
3. A price schedule effective September 1, 1966.
4. A price schedule effective July 1, 1968.
5. A price schedule effective August 1, 1966.

By John Oberweis' letter of August 30th, 1972 you have received an authorization for the reports of receipts and utilization of milk which we have submitted to the milk Market Administrator.

Since this appears to satisfy all aspects of the subpoena which was served upon Oberweis Dairy and pursuant to our agreement, we will not appear on September 5th, 1972. If any other documentation should appear, we will promptly forward it to you.

Very truly yours,

REID, OCHSENSCHLAGER, MURPHY AND HUPP

Stephen J. Mrkvicka

Stephen J. Mrkvicka

SJM/kd
Enclosures

5370

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127068

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N.W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 25, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Leep:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number In Subpoena	Description of Documents Produced
1	Letter of authorization to the Market Administrator for Federal Milk Order No. 49. A letter of authorization was also produced for Prairie View Dairy (which was purchased by Pleasant View in February 1971).

Item Number In Subpoena	Description of Documents Produced
2a	Location of the Pleasant View and Prairie View dairy plants.
2b	Area in which Pleasant View sold milk.
2c	Name and address of retail vendor.
2d-e	Information available on the Handlers' Reports.
2f	Percentage of business represented by sales to vendors, home delivery customers, store customers, and institutional customers.
3	Statement that Pleasant View has never used price schedules and that the only available documents would be those submitted in response to item number 9 of the subpoena.
4	Prices charged for milk to home delivery customers can be found in the route books used by the drivers (available upon request for the years 1968-1972).
5-8	No documents available.
9	Monthly statements for 1969-70 to Joe Tittle & Sons, Burger's (Ridge Road) and Strack & VanTil's (Schererville, Indiana). A sampling of those invoices was received with others available upon request.

Item Number In Subpoena	Description of Documents Produced
10-12	No documents available.
13	Name of individuals in charge of sales.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. E. Kenneth Leep
Pleasant View Dairy Corp.
2625 Highway Avenue
Highland, Indiana 46322

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

PLEASANT VIEW DAIRY CORP.

By _____

Dated: January __, 1974

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N.Y. 10005

February 14, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Burns:

By subpoena dated September 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., the Pure Milk Association (now Associated Milk Producers, Inc.) was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letters of authorization to milk market administrators
2a	Location of plants
2b	Area in which milk products are distributed

Item Number in Subpoena	Description of Documents Produced
2c	List of vendors or distributors
2d	Total points of milk products produced
2e-f	Information available on Handler's Reports
3	Price lists to vendor drivers, February 1964-September 1968
4	No documents available. There were no home delivery sales of products; all sales were to vendors (who may or may not have delivered products to homes).
5	See items 3 and 4 above
6	No documents available. (AMPI's only custom packaging (private or controlled label milk) in the Chicago area was special caps on jugs or containers sold to one vendor.)
7-12	No documents available
13	Names and titles of individuals in charge of sales of milk products in the relevant area.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at

your earliest convenience.

Very truly yours,

Ira J. Dembrow

Martin Burns, Esq.
Associated Milk Producers, Inc.
8550 West Bryn Mawr Avenue
Chicago, Illinois 60631

[Enclosure]

AIR MAIL

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

ASSOCIATED MILK PRODUCERS, INC.

By Martin Burns
attorney

Dated: February 25, 1974.

MARTIN BURNS LAW OFFICE
120 SOUTH LA SALLE BUILDING
CHICAGO, ILLINOIS 60603
AREA 312 346-6947

5376

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

January 25, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Miller:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Schenkel's All Star Dairy, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

> "[D]uring the time period contained in the specifications [Schenkel's All Star Dairy] has done no dairy business in the 'Chicago Metropolitan Area' or the 'Gary-Hammond Area' as those areas are defined in the specifications. [Schenkel's] has reviewed its records and finds that it has none of the 'documents' set forth

INC.
KAS.

in the specifications attached to the subpoena."

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosed in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Ted S. Miller, Esq.
Gordon, Glenn, Miller, Bendall
& Branham
533 Warren Street
Huntington, Indiana 46750

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Schenkel's All Star Dairy, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

SCHENKEL'S ALL STAR DAIRY, INC.

By Kenneth A. Schenkel, Its Pres.

Dated: ~~January~~ Feb. 4, 1974

CAHILL GORDON & REINDEL
EIGHTY PINE STREET
NEW YORK, N. Y. 10005

February 14, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Unikel:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Sidney Wanzer & Sons, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Milk Market Administrator for Order No. 30
2a	Location of plant
2b	Area in which products are sold

Item Number in Subpoena	Description of Documents Produced
2c	List of distributors as of 2/5/69
2d	Information available in the Handler's Reports
2e	Data on packaged gallons and half-gallons
2f	No documents available
3	Nineteen price lists containing store prices, retail and wholesale prices, bulk wholesale prices and other wholesale prices (but not containing rebate schedules); also, pricing information for 49 wholesale store customers paying the bulk wholesale price (but without net prices for the entire period)
4	Retail price lists (see item 3 above). ("There are no records or schedules of any rebates or discounts to home delivery customers. . . . Wanzer went out of the home delivery busine[illegible] in April 1, 1968.")
5-6	No documents available
7	Documents on actual or estimated prices of processors and distributors
8	No documents available
9	Monthly sales data showing representative monthly sales figures at six month intervals for six stores in Appendix A to the subpoena who were among

Item Number in Subpoena	Description of Documents Produced
	Wanzer's fifteen largest customers during the period in question
10	Several pages showing discounts and allowances received by Hillman's, 1967-1970
11	Copy of a shopper's report for the period 5/17/67 to 9/3/68
12	Copy of "Who Buys What In Chicago Now," 1967-1971
13	Names and last known addresses of those people having knowledge of sales activity

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Alan Unikel, Esq.
Rothschild, Barry & Meyers
25th Floor
Two First National Plaza
Chicago, Illinois 60670

cc: John J. Mathias
William G. Schaefer, Jr.

[Enclosure]

AIR MAIL

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on Sidney Wanzer & Sons, Inc. in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

SIDNEY WANZER & SONS, INC.

By Hans L. Unikel,
Attorney for Sidney
Wanzer & Sons, Inc.

Dated: February 19, 1974

January 25, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Alderman:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number In Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator.

Item Number In Subpoena	Description of Documents Produced
2	Location of the plant.
2b	Area in which products were sold.
2c	No distributors during the applicable period.
2d-e	Information available in the Handlers' Reports.
2f-h	No documents available.
7	Borden price list dated 5/25/66; Country's Delight price list dated 7/2/62; Sealtest price list effective 8/8/66.
8-12	No documents available.
13	Names of individuals responsible for sales.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Ray Alderman, Sr.
Spinney Run Farms Corp.
Milwaukee Avenue & Belvidere Rd.
Libertyville, Illinois 60048

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

SPINNEY RUN FARMS CORP.

By C. D. Alderman Jr

Dated: January 31, 1974

September 13, 1972

Mr. Ray Alderman, Sr.
Spinney Run Farms Corp.
Milwaukee Avenue & Belvidere Road
Libertyville, Illinois 60048

Re: F.T.C. Docket No. 8866

Dear Mr. Alderman:

This letter is to acknowledge our receipt of the information requested in the Subpoena Duces Tecum issued on July 31, 1972, with the following exceptions (numbered here to correspond with the paragraph numbers of the Subpoena specifications):

2. Although you had no written documents showing the area in which milk products were distributed, sold or resold from your plant, you stated in our meeting of August 25, 1972, that the area was bordered on the north by the Illinois State Line, on the east by Lake Michigan, on the south by Lyons, and on the west by a line drawn north and south through Belvidere, Illinois. In response to paragraph 2c of the Subpoena specifications, you stated that you had no distributors during the applicable period. In response to paragraphs 2d and e of the Subpoena specifications, you stated that the information there requested could be found in the handler's reports, and that you had no independent source for it.

You also stated that you had none of the documents requested in paragraphs 2f, 3, 4, 5, 6, 8, 9, 10, 11, and 12. Much

of the information was unavailable, you stated, because it is your practice to destroy records after the appropriate government agencies have audited them. This period, as we understand it, is approximately three years.

If the information or assumptions contained in this letter differ from your interpretation of the responses that you have given us to the Subpoena, please contact us.

Very truly yours,

William A. McLain:scr

bcc: Kocher

February 13, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Bertucci:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator.
2a	Location of plant.
2b	Area in which milk distributed during the period of time in question.
2c	Sun Valley has never sold to vendors.
2d-e	Information available from the Handler's Reports.
2f	Percentage of business represented by sales to home delivery, store and institutional customers.
3	Prices to store customers in 1968 are available from the route books used by the deliverymen. (All route books older than 1968 had been destroyed.)
4	Home delivery price lists for the applicable period and a statement of the discount available on purchases of half-gallon containers of milk.
5-12	No documents available.
13	Name of individual responsible for sales of milk products in the relevant area.

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Bruno Bertucci
President
Sun Valley Dairy
586 Deerfield Road
Highland Park, Illinois 60035

[Enclosure]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8366.

SUN VALLEY DAIRY

By_____

Dated: February , 1974

IJD/rf

September 13, 1972

Mr. Bruno Bertucci
President
Sun Valley Dairy
586 Deerfield Road
Highland Park, Illinois 60035

Re: F.T.C. Docket No. 8866

Dear Mr. Bertucci:

This letter is to acknowledge our receipt of the information requested in the Subpoena Duces Tecum issued on July 31, 1972, with the following exceptions (numbered here to correspond with the paragraph numbers of the Subpoena specifications):

2. Although you had no documents showing the area in which milk products were distributed, sold or resold from your plant, you stated in our meeting on August 29, 1972, that the area was bounded on the north by Lake Bluff, on the south by Evanston, and on the west by Glenview, Wheeling, and Half Day. In response to paragraph 2c of the specifications, you stated that Sun Valley has never sold to vendors.

3. In response to paragraph 3 of the specifications, you stated that the prices charged to store customers could only be found from the route books used by the delivery men. You stated, however, that Sun Valley has destroyed all of the route books older than 1968, but that you would go through the 1968 route books and send us the pages containing store prices. As yet, we have not received this information.

4. You have provided us with home delivery price lists for the applicable period, and although they do not include discount schedules, you stated that customers who purchased more than 50 one-half gallon containers of milk per month received a 2¢ per half-gallon discount.

You also stated that you have none of the documents referred to in paragraphs 5, 6, 7, 8, 9, 10, 11, and 12.

If the information contained in this letter differs from your interpretation of the responses that you have given us to the Subpoena, please contact us. We also request that you send us the store price information as soon as possible.

Very truly yours,

William A. McLain:scr

bcc: Kocher

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator. ok
2a	Location of plant. ok
2b	Area in which milk distributed during the period of time in question. ok
2c	Sun Valley has never sold to vendors. ok
2d-e	Information available from the Handler's Reports. ok
2f	Percentage of business represented by sales to home delivery, store and institutional customers. ok
3	Prices to store customers in 1968 are available from the route books used by the deliverymen. ~~(All route books older than 1968 had been destroyed.)~~ (Where [illegible] available
4	Home delivery price lists for the applicable period and a statement of the discount available on purchases of half-gallon containers of milk. ok
5-12	No documents available. yes available
13	Name of individual responsible for sales of milk products in the relevant area. ok

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dunbrow

Mr. Bruno Bertucci
President
Sun Valley Dairy
586 Dearfield Road
Highland Park, Illinois 60035

[Enclosure]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it DOES NOT ACCURATELY describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8366.

SUN VALLEY DAIRY Inc.

By Bruno Bertucci

Dated: February , 1974

That only difference is that we do have Route Books to 1968 available. They have been located of recent. I assume other answers were correct as submitted

IJD/rf

EVERYTHING SEEMS TO BE CORRECT FROM MY MEMORY,
BUT WE DO HAVE SOME PRIOR TO 1968 ROUTE
BOOKS AVAILABLE FOR INSPECTION.

THEY WERENOT DESTROYED AS STATED IN YOUR
LETTER.

5395

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N.Y. 10005

TELEPHONE 212-944-7400

TELEX 127066

FLOYD ABRAMS
HENRY G. BISGAIER
CARL M. BORNMANN
WALTER C. CLIFF
JOSEPH P. CONWAY
MARSHALL COX
THOMAS F. CURNIN
F. ARNOLD DAUM
WILLIAM L. DENNIS
CHARLES F. DETMAR, JR.
JEROME DOYLE
RAYMOND L. FALLS, JR.
PAUL H. FOX
STEPHEN A. GREENE
EDWARD A. HANSEN
OLIVER H. HAVENS
WILLIAM E. HEGARTY
DAVID R. HYDE
ALLEN S. JOSLYN
IMMANUEL KOHN
WILLIAM T. LIFLAND
O. CARLYSLE McCANDLESS
DENIS McINERNEY
LAWRENCE J. McKAY
RALPH C. MENAPACE, JR.
CLIFFORD L. MICHEL
MATHIAS E. MONE
DONALD J. MULVIHILL
JOHN P. OHL
CLIFFORD L. PORTER
JOHN M. RICHARDSON
WILLIAM M. SAYRE
IRWIN SCHNEIDERMAN
H. RICHARD SCHUMACHER
DON B. STOOKEY
DUDLEY B. TENNEY
JERROLD G. VAN CISE
PAUL W. WILLIAMS
RALPH O. WINGER
GARY W. WOLF
JOHN R. YOUNG
R. ANTHONY ZEIGER

HAROLD F. REINDEL
DANIEL JAMES
COUNSEL

FEDERAL BAR BUILDING WEST
1819 H STREET, N. W.
WASHINGTON, D.C. 20006

4, PLACE DE LA CONCORDE
75008 PARIS, FRANCE

RADIO AND CABLE ADDRESSES
"COTTOFRANK NEWYORK"
"COTTOFRANK WASHINGTON"
"COTTOFRANK PARIS"

January 25, 1974

Re: FTC v. A&P and Borden
Docket No. 8866

Dear Mr. Cyrier:

By subpoena dated July 31, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc., and The Great Atlantic & Pacific Tea Company, Inc., Twin Oaks Dairy, Inc. was requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (which is reflected in the attached correspondence) was as follows:

Item Number In Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator.
2-13	"[Twin Oaks Dairy, Inc. does] not have in their possession or control,

Item Number In Subpoena	Description of Documents Produced
2-13 con't	any of the documents requested" in the Subpoena Duces Tecum. (It was agreed that items 2(e), 2(f), 3, 8, 9 and 10 of the subpoena could be disregarded as Twin Oaks sold only to Illinois vendors who are stockholders in Twin Oaks and who sold only at retail.)

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Edward G. Cyrier
Twin Oaks Dairy, Inc.
2621 West Wilcox
Chicago, Illinois 60612

I have read the foregoing letter and it accurately describes records produced to Borden's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

TWIN OAKS DAIRY, INC.

By _____ Pres.

Dated: January 30, 1974

CAHILL GORDON & REINDEL

EIGHTY PINE STREET

NEW YORK, N. Y. 10005

April 11, 1974

Re: FTC v. A&P and Borden
Docket No. 8850

Dear Mr. Rudnick:

By subpoena dated August 8, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc. and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator
2a	Location of plants
2b	Area in which milk products are distributed

Item Number in Subpoena	Description of Documents Produced
2c	No vendors or distributors purchased milk products processed by any of Certified's plants
2d	No records kept of milk products produced, but records as to milk products sold can be obtained from the weekly sales reports
2e	No records kept of milk products produced, but information as to sales can be obtained from the weekly sales reports
2f(i)	Certified has no breakdown showing milk products sold or resold in the Chicago Metropolitan or Gary/Hammond areas
2f(ii)	No milk products sold to vendors or distributors
2f(iii)	All products distributed by Certified are sold to stores, but Certified has no breakdown showing milk products sold or resold in the Chicago Metropolitan and Gary/Hammond areas
2f(iv)	No milk products sold to vendors or distributors
3	Price lists and documentation of rebate percentages, Jan. 1, 1963-Dec. 31, 1970 (except for certain missing price lists covering a portion of the period in question)
4	Certified has never been engaged in the home delivery of milk products

Item Number in Subpoena	Description of Documents Produced
5	Bound folders containing rebate notices sent to each member of Certified for the years 1969-1970 (copies of the rebate notices for the years 1963-1968 had previously been produced to government counsel.) Certified has no records of the points purchased by its members on a per store basis beyond a one year period nor any breakdown of the dollar volume by separate milk products per store
6-8	No documents available
9	See items 3 and 5 above. Also, copies of weekly sales summaries of Certified's dairy (except for certain weekly reports which are missing)
10	Information as to promotional allowances during grand opening sales and patronage rebates paid to members (see item 3 above)
11	Folders of advertisements run by Certified and its major competitors in the Chicago newspapers (available for inspection)
12	No documents available
13	Names of individuals in charge of sales of milk products
14	No documents available

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and

return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Denbrow

Mr. Paul D. Rudnick
Rudnick Wolfe Snyderman & Foreman
150 North Wacker Drive
Chicago, Illinois 60606

AIR MAIL

[Enclosures]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8866.

CERTIFIED GROCERS OF ILLINOIS, INC.

By _____

Dated: April 16, 1974

DAILY #22

5401

April 11, 1974

Re: FTC v. A&P and Borden
Docket No. 8885

Dear Mr. Rodnick:

By subpoena dated August 8, 1972 issued in this proceeding on behalf of the respondents, Borden, Inc. and The Great Atlantic & Pacific Tea Company, Inc., you were requested to produce and make available to us thirteen categories of documents. Set forth below is a description of the documents you produced to us in response to each request. By this letter we ask you to verify that your compliance with the subpoena is accurately summarized in this letter and that you do not have any other documents responsive to the subpoena. This verification is requested to avoid the necessity of a formal subpoena return and was suggested by the Administrative Law Judge to whom this matter has been assigned, the Hon. Harry R. Hinkes.

Our records show that your response to this subpoena (a copy of which is attached) was as follows:

Item Number in Subpoena	Description of Documents Produced
1	Letter of authorization to the Chicago Milk Market Administrator
2a	Location of plants
2b	Area in which milk products are distributed

Item Number in Subpoena	Description of Documents Produced
2c	No vendors or distributors purchased milk products processed by any of Certified's plants
2d	No records kept of milk products produced, but records as to milk products sold can be obtained from the weekly sales reports
2e	No records kept of milk products produced, but information as to sales can be obtained from the weekly sales reports
2f(i)	Certified has no breakdown showing milk products sold or resold in the Chicago Metropolitan or Gary/Hammond areas
2f(ii)	No milk products sold to vendors or distributors
2f(iii)	All products distributed by Certified are sold to stores, but Certified has no breakdown showing milk products sold or resold in the Chicago Metropolitan and Gary/Hammond areas
2f(iv)	No milk products sold to vendors or distributors
3	Price lists and documentation of rebate percentages, Jan. 1, 1963-Dec. 31, 1970 (except for certain missing price lists covering a portion of the period in question)
4	Certified has never been engaged in the home delivery of milk products

Item Number in Subpoena	Description of Documents Produced
5	Bound folders containing rebate notices sent to each member of Certified for the years 1969-1970 (copies of the rebate notices for the years 1963-1968 had previously been produced to government counsel.) Certified has no records of the points purchased by its members on a per store basis beyond a one year period nor any breakdown of the dollar volume by separate milk products per store
6-8	No documents available
9	See items 3 and 5 above. Also, copies of weekly sales summaries of Certified's dairy (except for certain weekly reports which are missing)
10	Information as to promotional allowances during grand opening sales and patronage rebates paid to members (see item 3 above)
11	Folders of advertisements run by Certified and its major competitors in the Chicago newspapers (available for inspection)
12	No documents available
13	Names of individuals in charge of sales of milk products
14	No documents available

Enclosed is a copy of this letter on which we ask you to verify that the summary of the records you produced as set forth above is accurate. Please review this carefully; if it is accurate in every respect, please sign, date and

return the enclosure in the stamped, addressed envelope; if the summary is inaccurate in any way, please call me at your earliest convenience.

Very truly yours,

Ira J. Dembrow

Mr. Paul D. Rudnick
Rudnick Wolfe Snydarman & Foreman
150 North Wacker Drive
Chicago, Illinois 60606

AIR MAIL

[Enclosures]

cc: John J. Mathias
William G. Schaefer, Jr.

NOTE FOR DAIRY'S COPY

I have read the foregoing letter and it accurately describes records produced to A&P's counsel in response to the subpoena served on us in the proceeding re FTC v. A&P and Borden, Docket No. 8855.

CERTIFIED GROCERS OF ILLINOIS, INC.

By_____

Dated: April , 1974

IJD:SA

LAW OFFICES 5405
RUDNICK WOLFE SNYDERMAN & FOREMAN
150 NORTH WACKER DRIVE
CHICAGO, ILLINOIS 60606
TELEPHONE (312) 372-3973

HARRY L. RUDNICK
PERRY J. SNYDERMAN
ROBERT M. RUDNICK
JEROME L. FELS
LESTER D. FOREMAN
LEWIS G. RUDNICK
PAUL D. RUDNICK
CHARLES L. EDWARDS
WILLIAM A. ZOLLA
STEPHEN A. LANDSMAN
ALLEN J. GINSBURG
ROBERT H. GOLDMAN
ROBERT A. WEINBERGER
DAVID A. HOFFMAN

SYDNEY WOLFE (1936-1969)

September 5, 1972

Mr. Thomas F. Curnin
Cahill, Gordon, Sonnett, Reindel & Ohl
Eighty Pine Street
New York, New York 10005

Re: The Great Atlantic & Pacific Tea Company, Inc., et al., FTC Docket No. 8866 - -
Certified Grocers of Illinois, Inc.

Dear Tom:

We have reviewed with our client, Certified Grocers of Illinois, Inc., the document requests contained in the FTC subpoenas issued at your request to Certified in the captioned action on July 31, 1972 and August 8, 1972, and on the basis thereof offer the following response thereto:

July 31, 1972 Subpoena

The July 31, 1972 Subpoena appears to be directed to the discovery of retailer documents and as we explained at our meeting on August 9, 1972, Certified does not own or operate any retail food stores. Certified is a cooperative owned by and operated for the benefit of its retailer-members and operates exclusively at the manufacturing and wholesale level. Accordingly, Certified would have none of the documents requested by the July 31, 1972 Subpoena except those described in Specification Number 5.

In regard to Specification Number 5, Certified engages the service of a newspaper advertisement clipping service which prepares folders of all advertisements run by Certified and its major competitors in Chicago newspapers. These folders are voluminous and it would be extremely burdensome to produce them per the Subpoena. You are, however, invited to review them at your convenience at the office of Certified.

August 8, 1972 Subpoena

1. By letter dated May 23, 1972 and in response to the FTC Subpoena issued to Certified in the subject action on April 28, 1972 ("the FTC Subpoena") Certified authorized the Milk Market Administrator for the Chicago, Illinois, Federal Marketing Order to release to a duly authorized representative of the FTC, all information submitted by or on behalf of Certified on its Handler's Report of Receipts and Utilization. Certified's letter was assigned FTC Exhibit Number 23. We trust that you will be provided access to the records or information released to the FTC as aforesaid and no further authorization will be required.

2. The information requested can best be furnished, to the extent available, by letter from Certified, a copy of which is enclosed. The original of the letter is being concurrently produced to your local counsel.

3. On May 23, 1972 and pursuant to the FTC Subpoena, Certified produced its price lists for milk products uniformly applicable to all of its members (and thus all of its customers) for the period January 1, 1966 through August 31, 1966. These price lists were marked FTC Exhibit 24 (a) through (f). In addition, Certified produced documentation of its rebate percentages during said period, marked as FTC Exhibits 25 (a) through (d). The price lists and rebate percentages for the periods January 1, 1963 through December 31, 1970 are being concurrently furnished to your local counsel. You will note that price lists for a portion of the period in question are missing and cannot be located in Certified's records. In addition, you will note that there were, for a limited period of time, differences in the prices charged Certified's Wisconsin members compared to prices charged its Illinois and Indiana members.

4. Not applicable since Certified is not and has never been engaged in the home delivery of milk products.

5. On May 23, 1972 and in response to the FTC Subpoena, Certified produced 10 bound folders containing the rebate notices sent to each member for the years 1963 through 1968 (2 books per year). These books were marked FTC Exhibits 13 through 23 and we presume will be made available for your inspection. The books contain the name, address and dollar volume of purchases from each division

of Certified including the Dairy Division. We are concurrently furnishing to your local counsel four such books for the years 1969 and 1970 which together with the documentation furnished pursuant to Specification Number 3 of your Subpoena and the documents furnished pursuant to the FTC Subpoena should contain the documents required by Specification Number 5. Certified maintains no records of the points (as distinguished from dollar volume) purchased by its members on a per store basis beyond a one year period, nor do Certified's records break down the dollar volume or points by separate milk products per store.

6, 7 and 8. Certified has no documents within the description of Specification Numbers 6, 7 and 8.

9. The documents submitted in response to Specifications 3 and 5 contain the documents requested in Specification 9. In addition, we are producing copies of weekly sales summaries in respect to Certified's Dairy which contain much of the information requested. You will note that sales summaries for certain weeks are missing and we are informed that the missing reports cannot be found.

10. Certified has no documents within the description of Specification Number 10 aside from documentation of patronage rebates paid to its members, furnished pursuant to Specification 3 and the informal recollection of John Pepping (Office Manager of Certified's Dairy Division) in respect to certain promotional allowances. Mr. Pepping has confirmed his recollection as to promotional allowances in a letter to Mr. Dunn being concurrently furnished to your local counsel.

11. Certified has no documents within the descriptions of Specification Number 11 except documents to be made available for your inspection pursuant to Specification Number 5 of the July 31, 1972 Subpoena.

12. Certified has no documents within the description of Specification Number 12.

13. Arnold B. Holin
230 Zelinger Lane
Antioch, Illinois
Manager of the Dairy Division until March 31, 1970.

Howard Wells
Fennamore, Wisconsin
Assistant Manager of the Dairy Division
until March 31, 1970
Manager of the Dairy Division until
September 24, 1971

14. Certified has no documents within Specification Number 14.

Should you have any questions or wish to discuss the foregoing, please feel free to contact the undersigned.

Very truly yours,

RUDNICK WOLFE SNYDERMAN & FOREMAN

Paul D. Rudnick

PDR:ss

cc with enclosure noted herein

Mr. Lionel Gross
c/o Altheimer, Gray, Naiburg, Strasburg & Lawton

cc: Mr. Robert A. Korink, Chairman
Certified Grocers of Illinois, Inc.

Mr. Chalmer F. Dunn, Comptroller
Certified Grocers of Illinois, Inc.

5409

CERTIFIED

GROCERS OF ILLINOIS, INC.

4800 SOUTH CENTRAL AVENUE • CHICAGO, ILLINOIS 60638 • 312-585-7000

August 31, 1972

Mr. Paul Rudnick
Rudnick, Wolfe, Snyderman & Foreman
150 North Wacker Drive
Chicago, Illinois 60606

Dear Paul:

This is in reply to #2 of the section titled "Documents" of the August 8, 1972 subpoena of the case of Federal Trade Commission and A & P.

a. Location of Plants:

5332 South Western Avenue, Chicago, Illinois-milk processing and all distribution

Hampshire, Illinois-cottage cheese processing (distributed from Western Avenue plant)

5837 South Talman Avenue, Chicago, Illinois (purchased 1968)-processing sour cream, sour half and half, and sour delight

b. All products are distributed by the Western Avenue plant to the following states and counties within the respective state:

Illinois - Cook, Kane, Lake, DuPage, McLean, Will, Bureau, LaSalle, Woodford, Livingston, Champagne, DeKalb, Kankakee, Kendall, Grundy, Whiteside

Indiana - Lake, Porter

Wisconsin - Kenosha, Racine

c. No vendors or distributors purchased milk products processed by any of Certified's plants and the term distributor used in connection with any reports transmitted refers only to delivery service and Certified distributors are paid for this delivery service. Title to the product transfers from Certified to each store directly. The distributors are merely carrying the product for a fee for Certified.

d. No record is kept to show the difference between milk products produced at our plants and milk products sold. The weekly sales reports are the only records we have showing milk products sold. These are transmitted in a separate package herewith. Information as to production could possibly be obtained from the "Handlers Report of Receipts and Utilization" by converting the pounds to gallons and multiplying by the applicable points.

e. This information can also be obtained from the weekly sales report transmitted separately herewith. We have no records of production, but only of sales.

f (i). We have no information which shows products distributed, sold or resold solely in the Chicago metropolitan area and the Gary - Hammond area.

f (ii). None sold to vendors or distributors.

f (iii). All products distributed by Certified are sold to stores, but no breakdown as stated in (i) above.

f (iv). None sold to vendors or distributors.

Yours truly,

CERTIFIED GROCERS OF ILLINOIS, INC.

Chalmer F. Dunn
Comptroller

CFD/pr

COUNTRY'S DELIGHT MILK PRODUCTS
DIVISION OF CERTIFIED GROCERS OF ILLINOIS, INC.
2300 W. 52nd Street : Chicago, Illinois 60609 : 312:778-1500

5411

August 30, 1972

Mr. Chalmer Dunn:

Attached are copies of price schedules and changes in our pricing structure for the period Dec. 2, 1963 thru December 7, 1970. There is a period between May 1968 and July 1970 when substantial price changes appear to have been made, but no price schedules can be located in our files. This information, however, could be recovered from the weekly code sales summaries now in your possession, which outline the prices charged to our stores during that period.

Referring to paragraph 10 of Page 5, during aGrand Opening Sale an 8 oz. carton of cottage cheese or a quart of buttermilk was given free to any customer purchasing one gallon of milk or one half gallon of milk together with the purchase of one other milk item. Quite somtime ago this free merchandise feature was discontinued in favor of a special price consideration to be given the store who would pass this savings on to the customer.

No record of any duration is kept of these promotions, consequently we cannot furnish the information requested as to store receiving the promotion and quantity of merchandise disposed of.

John J. Pepping
Office Manager

Re: FTC v. A&P and
DOCKET # 886
COMPARISON OF PRIVATE LABEL
TO THE 2-2-2 PRICING FORM

	Dairies Raw Milk Cost
Glen & Mohawk Quote for Albany, New York (RAPX 62) (May 1964)	
Quarts	$ .10191
Half-Gallons	.20382
Gallons	.40764
Glen & Mohawk Quote for New York (RAPX 63) (May 1964)	
Quarts	.10191
Half-Gallons	.20382
Gallons	.40764
Borden's Quote for New York (Sept. 1964)	
Quarts	.1296
Half-Gallons	.2592
Gallons	.5184

5412

*See Tr. 1402-1404 and 6397-6417

Borden

6

PRICES QUOTED A&P
ULA, 1964-1965

Price Based on 2-2-2 Formula*	Price Quoted A&P	Excess of Quote Over 2-2-2 Formula
$ .16191	$ .16841	$ .00650
.32382	.33532	.01150
.64764	.66164	.01400
.16191	.16471	.00280
.32382	.32792	.00410
.64764	.64684	(.00080)
.1896	.1896	-
.3792	.3722	(.0070)
.7584	.7334	(.0250)

	Dairies Raw Milk Cost	Price Base on 2-2-2 Formula
Glen & Mohawk Quote for Boston (RAPX 64) (Apr. 1965)		
Quarts	.10815	.16815
Half-Gallons	.21630	.33630
Gallons	.43260	.67260
Borden's First Quote for Chicago (CX 36) (8/13/65)		
Quarts	.0966	.1566
Half-Gallons	.1931	.3131
Gallons	.3862	.6262
Bowman's Chicago Quote (CX 50) (8/31/65)		
Quarts	.0986	.1586
Half-Gallons	.1971	.3171
Gallons	.3942	.6342
Final Borden Quote for Chicago (CX 62) (9/21/65)		
Quarts	.0966	.1566
Half-Gallons	.1931	.3131
Gallons	.3862	.6262

ce Based 2-2-2 nula	Price Quoted A&P	Excess of Quote Over 2-2-2 Formula
6815	.16165	(.00650)
3630	.33980	.00350
7260	.67060	(.00200)
566	.1855	.0289
131	.3430	.0299
262	.6860	.0598
5864	.1696	.0110
171	.3136	(.0035)
342	.6272	(.0070)
66	.1705	.0139
31	.3110	(.0021)
62	.6220	(.0042)

5413

5414

INFORMATION USED BY CAS
TYPE OF SERVICE AND APPROPRIATE
BORDEN'S O'HARE BRANCH WHOLES

ORDEN CUSTOMER	CONTRACT CX 62	TESTIMONY OF STORE OPERATOR	STIPULATION OF 3/1/74	TESTIN MEANING OF NOTAT "CHECK & PACK"	"P
6 A & P STORES	X				
AYFAIR FOODS		X			
AMES COX		X			
ARDINAL STORE			X		
ILL'S MARKET #194			X		
ENE'S FOOD SHOP			X		
POT LITE MARKET			X		
HERESA CRISPINO			X		
RUNO NALEPA			X		
DWARD TRUTY			X		
ILL'S MARKET #2			X		
ONGRESS FOODS				X	
R. CENTRAL					
ISCICKA'S FOODS					
OS. MICHALOWSKI					
REENVIEW FRUIT					
TRICKLAND'S #256					
OBERT BATTALI					
OWARD MARSZAICK					
OREST FOOD MART					
TRICKLAND'S #159				X	
LOOM BROS.					
OS. BERLIN & SONS					
ANCHE'S FOODS					
ARNEY TRAINOR					
TERSON'S FOODS					
OE MILECKI					
ADISON LA VEIGNE					
EL PARK FOODS					
SUB-TOTAL - CUSTOMERS NAMED IN COMPLAINT					
GROCERY STORE CUSTOMERS NOT NAMED IN COMPLAINT					
SCHOOL CUSTOMERS NOT NAMED IN COMPLAINT					
OTHER NON-STORE CUSTOMERS NOT NAMED IN COMPLAINT					
SUB-TOTAL - GROCERY STORE CUSTOMERS					
SUB-TOTAL - NON-STORE CUSTOMERS					
TOTAL - ALL O'HARE BRANCH CUSTOMERS					

0 0082 BA-PX 170

E AND COMPANY TO DETERMINE
WHOLESALE DELIVERY TIME STANDARDS -
ALE ROUTE CUSTOMERS - MARCH, 1966

ONY OF J. J. PERGLER

ROUTE BOOK IONS		NONE INDICATED DESCRIBED J.J.P.	DELIVERIES PER WK. - ROUTE BK. 6	5	12	TYPE OF SERVICE DESCRIBED LIMITED	FULL SERVICE	TYPE OF SERVICE ASSUMED TYPICAL NON STORE		COST DETERMINED FROM DETAIL ANALYSIS	AVERAGE FACTORS
ACK"	"DROP"										
			86			X-86				14X	72X
			1				X 1			X	
			1				X 1			X	
			1				X 1				X
			1				X 1				X
				1			X 1				X
			1				X 1				X
			1				X 1				X
			1				X 1				X
			1				X 1				X
			1				X 1				X
			1				X 1			X	
X			1				X 1			X	
X			1				X 1			X	
X			1				X 1				X
X			1				X 1				X
		X	1				X 1			X	
X			1				X 1				X
X			1				X 1				X
X			1				X 1				X
			1				X 1			X	
X			1				X 1				X
X			1				X 1				X
X			1				X 1				X
X			1				X 1				X
X			1				X 1				X
X			1				X 1				X
		X	1				X 1			X	
		X	1				X 1				X
	1		113	1		86	28			22	92
37	17		54	4	1	17	42			11	48
								X	39	3	36
								X	22	4	18
	18		167	5	1	103	70		61	33	140
										7	54
										40	194

***

... COMPANY 1831 S. Kilbourn Ave. *** Chica...

WEEKLY BILLINGS FOR FLUID MILK PURCHASES FOR PERIOD ENDED ...

CUSTOMER NAME A&P STORE SUMMARY CHICAGO & SUBURBS

ACCOUNT NO. 9991

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	DTL CHG.
	WHOLE	1GAL	G	14,695	$ .6770	$ 15.17
	WHOLE	1/2G	P	19,169	.3360	.00
	WHOLE	QT	P	14,655	.1920	.00
	WHOLE PVT LBL	1GAL	G	11,870	.6500	.00
	WHOLE PVT LBL	1/2G	P	34,457	.3334	.00
	WHOLE PVT LBL	QT	P	17,067	.1777	.00
211	2%	1GAL	G	3,702	.6350	.15
216	2%	1/2G	P	3,788	.3350	.00
258	2% PVT LBL	1/2G	P	5,196	.3044	.00
272	2%	1/2G	P	2,585	.3350	.00
270	2%	QT	P	2,309	.1950	.00
291	2% PVT LBL	QT	P	4,560	.1672	.00
309	SKIM PVT LBL	1/2G	P	5,151	.2964	.00
324	BUTTERMILK	1/2G	P	1,530	.3560	.00
327	BUTTERMILK	QT	P	2,415	.1920	.00
362	SKIM PVT LBL	1/2G	P	2,951	.3174	.00
367	SKIM PVT LBL	QT	P	3,730	.1632	.00
372	CHOCOLATE	QT	P	631	.2305	.00
387	CHOC PVT LBL	QT	P	1,704	.2222	.00
396	CHOC SKIM	1/2G	P	1,106	.3360	.00
396	SHAKES	1/2PT	P	1,024	.2065	.00
402	CHOC MALT-PAK	1/2PT	P	1,128	.2612	.00
426	WHIP	1/2PT	P	226	.2865	.00
447	WHIP PVT LBL	1/2PT	P	2,291	.2712	.00
445	CRM	QT	P	1,455	.5520	.00
460	CRM	PT	P	10,444	.2795	.00
495	CRM PVT LBL	PT	P	10,017	.2512	.00
510	WHIP CREAM	PT	P	2,490	.4575	.00
515	SOUR CREAM	1/2PT	P	5,056	.2340	.00
522	DIP ONION	1/2PT	P	1,445	.2760	.00
520	DIP BLU	1/2PT	P	1715	.2760	.00
550	EGGNOG WHIP	QT	C	930	.3728	.00
546	LAKE UP	PT	P	411	.2108	.00
606	BUTTER	1/2PT	P	2,766	.1980	.00
714	CHOC MILK	PT	P	2,391	.3520	.00
206	MISC RETURNED			19,430	-	.1900

1. TOTAL POINTS	431,463.00	26,172	405,290
2. TOTAL RETAIL VALUE	102,680.06		
3. TOTAL DELIVERIES	397		
4. AVERAGE POINTS PER DELIVERY			

5. TOTAL PRO...
6. NET BOTTL...
7. TOTAL ROU...
8. NET AMOUN...

MADE BY U.S.A.

Illinois 60523

ROUTE NO.

PAGE 1

EXTENDED COST	EXTENDED RTL CIG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE	
6,947.10	$ 08.15	4.00	5,772.00	$ .6300	$ 9,195.19	14.25
3,837.08	.00	2.00	7,209.00	.4000	8,133.01	19.96
2,814.32	.00	1.00	14,654.00	.2700	3,957.66	11.02
1,796.87	.00	4.00	87,880.00	.5400	1,493.30	12.20
1,212.24	.00	2.00	6,914.00	.4900	6,883.93	17.57
3,632.75	.00	1.00	17,067.00	.2700	4,402.09	4.69
2,491.62	967.50	4.00	15,128.00	.7900	2,987.73	3.44
1,260.02	.00	2.00	7,576.00	.4700	1,768.36	1.818
1,869.42	.00	2.00	10,310.00	.4700	2,422.85	2.47
566.06	.00	2.00	5,174.00	.4700	1,214.95	1.24
445.09	.00	1.00	2,399.00	.2600	623.74	63
671.20	.00	1.00	4,560.00	.2600	1,185.60	1.20
1,526.71	.00	2.00	10,382.00	.4700	2,420.97	2.47
544.60	.00	2.00	3,000.00	.4700	719.10	73
463.30	.00	1.00	2,413.00	.2700	651.51	66
800.64	.00	2.00	5,102.00	.4700	1,198.97	130
616.04	.00	1.00	3,780.00	.2700	1,020.60	1.03
145.45	.00	1.00	631.00	.3500	220.85	20
378.66	.00	1.00	1,704.00	.3500	596.40	56
773.34	.00	2.00	2,214.00	.4700	520.76	53
176.84	.00	.25	456.00	.1300	246.30	23
62.66	.00	.25	282.00	.525	104.37	10
81.97	.00	1.00	284.00	.4100	117.26	11
710.53	.00	1.00	2,001.00	.4100	1,148.61	104
809.19	.00	4.00	5,820.00	.7700	1,120.55	114
2,910.20	.01	2.00	20,215.00	.3900	4,042.16	417
2,516.23	.01	2.00	20,034.00	.3900	3,906.63	403
1,130.81	.00	2.00	4,080.00	.4900	1,718.10	1,67
1,134.59	.00	1.00	5,38	.3900	1,972.62	1.69
300.61	.00	1.00	1,445.00	.3900	563.55	57
47.16	.00	1.00	171.00	.3900	66.69	6
281.09	.01	1.00	1,30.00	.3900	511.50	50
86.57	.00	2.00	222.00	.2900	119.19	11
542.61	.00	1.00	2,4	.4500	842.72	77
194.31	.00	2.00	4,782.00	.4900	1,171.34	113
2	915.50					

5415

PRODUCT COST 72,680.00 R.L. 30,883.27

CHARGE 144.60CR

AND PRODUCT COST 72,535.40 Basis 41,796.71

DUE 72,535.40

5783

GORDEN COMPANY · 1331 S. Kilbourn Ave. · Chicago, Illino

DAILY BILLINGS FOR FLUID MILK PR[illegible]TS FOR PERIOD ENDED 03/12/66

CUSTOMER NAME A&P STORE SUMMARY CHICAGO & SUBURBS

ACCOUNT NO. 9991 ROUTE NO.

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	BTL CHG.	EXTENDED COST
36	HOMO	1GAL	P	54	$ .7120	$.00	$ 38.45
39	HOMO	1GAL	G	14,494	.6770	.15	2,812.46
42	HOMO	1/2G	P	38,719	.3560	.00	13,783.97
51	HOMO	QT	P	14,308	.1920	.00	2,747.12
141	HOMO PVT LBL	1GAL	P	12,146	.6505	.00	7,904.58
144	HOMO PVT LBL	1/2G	P	34,667	.3254	.00	11,279.20
147	HOMO PVT LBL	QT	P	17,574	.1777	.00	3,122.79
213	2%	1GAL	G	3,508	.6350	.15	2,227.63
216	2%	1/2G	P	3,921	.3350	.00	1,313.60
250	2% PVT LBL	1/2G	P	5,103	.3044	.00	1,553.34
273	SKIM	1/2G	P	2,561	.3350	.00	857.99
279	SKIM	QT	P	2,273	.1850	.00	420.55
291	SKIM PVT LBL	QT	P	4,546	.1472	.00	669.25
300	SKIM PVT LBL	1/2G	P	5,161	.2964	.00	1,529.68
324	BUTTERMILK	1/2G	P	1,493	.3560	.00	533.31
327	BUTTERMILK	QT	P	2,360	.1920	.00	453.11
342	BTRMLK PVTLBL	1/2G	P	2,803	.3174	.00	889.66
357	BTRMLK PVTLBL	QT	P	4,036	.1632	.00	658.78
372	CHOCOLATE	QT	P	584	.2305	.00	134.63
387	CHOC PVT LBL	QT	P	1,678	.2222	.00	372.86
393	CHOC SKIM	1/2G	P	1,079	.3350	.00	361.65
396	SHAKES	1/2PT	P	1,981	.0965	.00	191.22
402	CHOC HANDI-PK	1/2PT	P	1,188	.0612	.00	72.70
426	WHIP	1/2PT	P	392	.2865	.00	112.32
447	WHIP PVT LBL	1/2PT	P	3,259	.2712	.00	883.49
465	HIGH	QT	P	1,455	.5520	.00	803.13
468	HIGH	PT	P	10,842	.2795	.00	3,030.36
495	HIGH PVT LBL	PT	P	9,807	.2512	.00	2,463.47
510	SOUR CREAM	PT	P	2,668	.4575	.00	1,220.89
513	SOUR CREAM	1/2PT	P	5,194	.2340	.00	1,215.40
522	DIP ONION	1/2PT	P	1,694	.2760	.00	467.52
528	DIP BLU	1/2PT	P	211	.2760	.00	58.20
540	TRIPLE WHIP	8OZ	C	1,030	.3780	.00	389.37
564	MAKE UP	PT	P	331	.2100	.00	69.51
601	YOGURT	1/2PT	P	2,719	.1950	.00	530.21
714	SOUR HIGH	PT	P	6,241	.2975	.00	1,931.62
825	COT CH DRY BAKER	12OZ		9	.1998	.00	1.80
996	JUGS RETURNED			19,903		.15CR	

1,074 Billing Points Per Page/Point — Billing Points — Pricing Points

1. TOTAL POINTS	440,606.00 - 30,211 =	410,395
2. TOTAL RETAIL VALUE	105,200.59	
3. TOTAL DELIVERIES	896	
4. AVERAGE POINTS PER DELIVERY		
5. TOTAL PRODUCT COST		
6. NET BOTTLE CHARGE		
7. TOTAL BOTTLE AND CHOC		
8. NET AMOUNT DUE		

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...o, Illinois 60623

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ROUTE NO. PAGE 1

EXTENDED COST	EXTENDED BTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE	EXTENDED Cost @ LIST
$ 38.45	$ .00	4.00	216.00	$ .8900	$ 48.06	55.08
2,812.46	2,176.10	4.00	57,276.00	.8300	12,030.02	14,094.18
3,783.97	.00	2.00	77,436.00	.4900	18,972.31	19,746.69
2,747.12	.00	1.00	14,208.00	.2700	3,863.16	3734.70
7,904.58	.00	4.00	48,584.00	.8900	10,809.94	12,[illegible].92
1,339.20	.00	2.00	60,624.00	.4900	17,075.03	17,771.97
3,122.70	.00	1.00	17,574.00	.2700	4,744.98	4892.85
2,227.63	525.30	4.00	14,032.00	.7900	2,771.32	3,[illegible]
1,313.60	.00	2.00	7,942.00	.4700	1,842.87	1,[illegible]
1,553.24	.00	2.00	10,206.00	.4700	2,398.41	2,[illegible]
857.99	.00	2.00	5,122.00	.4700	1,203.67	1,227.95
420.55	.00	1.00	2,273.00	.2600	590.98	602.35
669.25	.00	1.00	4,546.00	.2600	1,181.96	1204.69
1,529.68	.00	2.00	10,222.00	.4700	2,425.67	2477.28
533.31	.00	2.00	2,996.00	.4700	704.06	763.98
453.11	.00	1.00	2,360.00	.2700	637.20	649.09
889.66	.00	2.00	5,606.00	.4700	1,317.41	1429.53
659.78	.00	1.00	4,036.00	.2700	1,089.72	1,109.90
134.63	.00	1.00	504.00	.3500	204.40	192.72
372.86	.00	1.00	1,678.00	.3500	587.30	593.74
361.65	.00	2.00	2,158.00	.4700	507.13	517.92
191.22	.00	.25	495.25	.1350	267.50	257.53
72.70	.00	.25	297.00	.925	109.91	104.92
112.32	.00	1.00	392.00	.4100	160.72	160.72
883.42	.00	1.00	3,258.00	.4100	1,335.78	1335.78
303.13	.00	4.00	5,820.00	.7700	1,120.35	1149.45
3,030.36	.00	2.00	21,604.00	.3900	4,228.38	4336.80
2,463.47	.00	2.00	19,614.00	.3900	3,824.73	3922.80
1,220.09	.00	2.00	5,336.00	.6900	1,840.92	1747.54
1,215.40	.00	1.00	5,194.00	.3900	2,025.66	1843.87
467.52	.00	1.00	1,694.00	.3900	660.66	669.13
58.20	.00	1.00	211.00	.3900	82.29	82.35
389.37	.00	1.00	1,030.00	.5500	566.50	556.90
[illegible]	.00	2.00	782.00	.2000	113.39	113.39
552.01	.00	1.00	2,719.00	.2000	789.51	761.32
1,931.62	.00	2.00	12,522.00	.4900	3,067.89	2973.98
1.80	.00	.75	6.75		1.80	2.88
	2,935.45CR					

ODUCT COST	74,081.36	P.K. 31,327.10
LE CHARGE	285.15CR	
TTLE AND PRODUCT COST	73,796.21	Beer 42,594.26
NT DUE	73,796.21	

THE BORDEN COMPANY 1831 S. Kilbourn Ave. Chica

WEEKLY BILLINGS FOR FLUID MILK PURCHASES FOR PERIOD ENDED 03/12

CUSTOMER NAME A&P STORE SUMMARY
CHICAGO & SUBURBS

ACCOUNT NO. 9991

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	BTL LIC CHG.
36	HOMO	1GAL	P	6	$ .7120	$.00
39	HOMO	1GAL	G	14,054	.6770	.15
42	HOMO	1/2G	P	39,036	.3560	.00
51	HOMO	QT	P	14,502	.1920	.00
141	HOMO PVT LBL	1GAL	P	11,932	.6503	.00
146	HOMO PVT LBL	1/2G	P	33,924	.3254	.00
147	HOMO PVT LBL	QT	P	16,943	.1777	.00
213	2%	1GAL	G	3,646	.6350	.15
216	2%	1/2G	P	4,061	.3350	.00
250	2% PVT LBL	1/2G	P	5,061	.3046	.00
278	SKIM	1/2G	P	2,581	.3350	.00
279	SKIM	QT	P	2,434	.1850	.00
291	SKIM PVT LBL	QT	P	4,560	.1472	.00
309	SKIM PVT LBL	1/2G	P	5,280	.2954	.00
324	BUTTERMILK	1/2G	P	1,450	.3560	.00
327	BUTTERMILK	QT	P	2,433	.1920	.00
342	BTRMLK PVTLBL	1/2G	P	2,545	.3174	.00
357	BTRMLK PVTLBL	QT	P	3,052	.1682	.00
372	CHOCOLATE	QT	P	625	.2305	.00
387	CHOC PVT LBL	QT	P	1,719	.2222	.00
393	CHOC SKIM	1/2G	P	4,479	.2925	.00
396	SHAKES	1/2PT	P	1,941	.0965	.00
402	CHOC HANDI-PK	1/2PT	P	1,226	.612	.00
426	WHIP	1/2PT	P	302	.2065	.00
447	WHIP PVT LBL	1/2PT	P	3,076	.2712	.00
465	HVY	QT	P	1,433	.5520	.00
468	HVY	PT	P	10,844	.2705	.00
495	HVY PVT LBL	PT	P	2,408	.2512	.00
510	SOUR CREAM	PT	P	2,593	.2675	.00
513	SOUR CREAM	1/2PT	P	5,180	.2340	.00
522	DIP ONION	1/2PT	P	1,503	.2760	.00
528	DIP BLU	1/2PT	P	1342	.2760	.00
540	TRIPLE WHIP	8OZ	C	1,232	.3780	.00
546	MAKE UP	PT	P	410	.2183	.00
684	YOGURT	1/2PT	P	2,783	.1960	.00
714	SOUR HGH	PT	P	1,783	.3320	.00
789	DOT CH DRY GR	16OZ		1	.2336	.00
996	MUGS RETURNED			20,145		.15CR

1.062 Billing Points/P. .12 Point

	Billing Points	Pricing Points
1. TOTAL POINTS	433,424.75	25,341=408,033
2. TOTAL RETAIL VALUE	103,429.78	
3. TOTAL DELIVERIES	895	
4. AVERAGE POINTS PER DELIVERY	538.	

5. TOTAL PRO
6. NET BOTTL
7. TOTAL BOT
8. NET AMOU

go, Illinois 60623

ROUTE NO. PAGE 1

EXTENDED COST	EXTENDED BTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE	EXTENDED VALUE AT SCHEDULE LIST PRICE
4.27	$ .00	4.00	24.00	$ .8900	$ 5.34	6.12
9,514.56	108.10	4.00	56,216.00	.8300	1,664.82	3037.38
3,896.84	.00	2.00	70,072.00	.4900	19,127.64	15,777.36
2,784.38	.00	1.00	14,502.00	.2700	3,915.54	3,981.05
7,765.35	.00	4.00	47,728.00	.8900	10,619.48	12,170.29
1,038.85	.00	2.00	67,848.00	.4900	16,622.76	17,201.24
3,010.72	.00	1.00	16,943.00	.2700	4,574.61	4659.33
2,315.27	546.90	4.00	14,584.00	.7900	2,880.34	3317.86
1,360.52	.00	2.00	8,122.00	.4700	1,908.67	1949.28
1,540.57	.00	2.00	10,122.00	.4700	2,378.67	2429.28
864.74	.00	2.00	5,162.00	.4700	1,213.07	1232.88
450.36	.00	1.00	2,434.00	.2600	632.84	645.01
671.17	.00	1.00	4,560.00	.2600	1,185.60	1208.40
1,565.03	.00	2.00	10,560.00	.4700	2,481.60	2574.40
516.20	.00	2.00	2,900.00	.4700	681.50	739.50
467.15	.00	1.00	2,433.00	.2700	656.91	669.08
807.73	.00	2.00	5,000.00	.4700	1,196.15	1297.55
628.70	.00	1.00	3,852.00	.2700	1,040.04	1057.30
144.07	.00	1.00	625.00	.3500	218.75	232.25
382.02	.00	1.00	1,719.00	.3500	601.65	507.27
1,310.33	.00	2.00	8,958.00	.4700	2,105.13	2169.92
187.33	.00	.25	485.25	.1350	262.09	252.33
75.03	.00	.25	306.50	.925	113.44	110.74
86.56	.00	1.00	302.00	.4100	123.82	127.82
834.19	.00	1.00	3,076.00	.4100	1,261.16	1261.16
791.00	.00	4.00	5,732.00	.7700	1,103.41	1132.07
3,030.92	.00	2.00	21,688.00	.3900	4,229.16	4237.60
2,388.33	.00	2.00	10,976.00	.3900	3,700.32	3775.29
1,186.53	.00	2.00	5,186.00	.6000	1,709.17	1698.42
1,212.12	.00	1.00	5,180.00	.3900	2,020.20	1838.90
414.81	.00	1.00	1,503.00	.3900	586.17	593.69
36.98	.00	1.00	134.00	.3900	52.26	52.93
465.73	.00	1.00	1,232.00	.5500	677.60	665.28
86.35	.00	2.00	220.00	.2000	118.00	118.90
545.47	.00	1.00	2,753.00	.2000	807.07	779.24
591.96	.00	2.00	3,566.00	.4900	873.67	846.93
.23	.00	1.00	1.00		.23	.39
3	021.75CR					

DUCT COST	72,967.37	
C CHARGE	366.75CR	
LE AND PRODUCT COST	72,600.62	
T DUE	72,600.62	

452

THE BORDEN COMPANY 1331 S. Kilbourn Ave. Chicago, Illinois 3

WEEKLY BILLINGS FOR FLUID MILK PURCHASES FOR PERIOD ENDED

CUSTOMER NAME A&P STORE SUMMARY CHICAGO & SUBURBS

ACCOUNT NO. 9991 ROUTE NO.

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	DEPOSIT CHARGE	EXTENDED COST
39	HOMO	1GAL	G	14,527	$ .6770	.15.00	9,834.81
42	HOMO	1/2G	P	40,096	.3560	.00.50	14,274.21
51	HOMO	QT	P	15,257	.1920	.00.25	2,929.30
141	HOMO PVT LBL	1GAL	P	12,336	.6500	.00.00	8,041.75
144	HOMO PVT LBL	1/2G	P	34,588	.3294	.00.00	11,294.95
147	HOMO PVT LBL	QT	P	16,248	.1977	.00.00	3,211.67
213	2%	1GAL	G	3,767	.6360	.15.00	2,332.11
216	2%	1/2G	P	4,956	.3350	.00.50	1,358.18
258	2% PVT LBL	1/2G	P	5,234	.3044	.00.50	1,593.19
272	SKIM	1/2G	P	2,774	.3350	.00.50	929.37
279	SKIM	QT	P	2,658	.1930	.00.25	489.28
291	SKIM PVT LBL	QT	P	4,643	.1472	.00.25	680.92
309	SKIM PVT LBL	1/2G	P	5,469	.2964	.00.00	1,621.02
324	BUTTERMILK	1/2G	P	1,443	.3560	.00.50	520.83
327	BUTTERMILK	QT	P	2,567	.1920	.00.25	492.85
342	BTRMLK PVTLBL	1/2G	P	2,552	.3174	.00.50	810.33
357	BTRMLK PVTLBL	QT	P	3,837	.1632	.00.25	626.25
372	CHOCOLATE	QT	P	627	.2305	.00.25	144.52
387	CHOC PVT LBL	QT	P	1,780	.2222	.00.25	397.57
393	CHOC SKIM	1/2G	P	1,074	.3350	.00.50	359.95
396	SHAKES	1/2PT	P	1,072	.965	.00.13	100.63
402	CHOC HOMOGENIZED	1/2PT	P	1,156	.612	.00.00	70.60
426	WHIP	1/2PT	P	407	.2865	.00.00	116.62
447	WHIP PVT LBL	1/2PT	P	3,035	.2712	.00.00	823.
465	HGH	QT	P	1,567	.5520	.00.00	864.
468	HGH	PT	P	10,648	.2705	.00.00	2,879.18
485	HGH PVT LBL	PT	P	9,943	.2512	.00.00	2,49
510	SOUR CREAM	PT	P	2,691	.4575	.00.00	1,23
513	SOUR CREAM	1/2PT	P	5,510	.2340	.00.00	1,289.39
522	DIP ONION	1/2PT	P	1,581	.2760	.00.00	436.41
528	DIP BLU	1/2PT	P	198	.2760	.00.00	54.65
540	TRIPLE WHIP	80Z	C	1,223	.3780	.00.00	462.28
546	WAKE UP	PT	P	450	.2108	.00.00	94.80
684	YOGURT	1/2PT	P	3,037	.1360	.00.00	413.10
714	SOUR HGH	PT	P	2,343	.3520	.00.00	777.91
870	PI COT CH DRY	16OZ		30	.2336	.00.00	7.01
996	JUGS RETURNED			19,024		.15CR	

1,064 Pricing Points / Billing Points

	Billing Points	Pricing Points	
1. TOTAL POINTS	439,752.50	2 cases = 413,229	5. TOTAL PRODUCT COST
2. TOTAL RETAIL VALUE	104,976.42		6. NET BOTTLE CHARGE
3. TOTAL DELIVERIES	893		7. TOTAL BOTTLE AND PRODU
4. AVERAGE POINTS PER DELIVERY	493.11		8. NET AMOUNT DUE

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ROUTE NO. PAGE 1

EXTENDED COST	EXTENDED BTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE
,804.81 •	$179.05	4.00	58,108.00	$ .8300	32,057.41
,274.21	.00	2.00	30,122.00	.4900	12,667.04
,920.30	.00	1.00	15,257.00	.2700	4,119.39
,041.24 -	.00	4.00	40,426.00	.8900	10,996.84
,254.95 -	.00	2.00	69,176.00	.4900	16,949.12
8,911.67 -	.00	1.00	16,943.00	.2700	4,575.06
2,382.11 •	565.05	4.00	15,068.00	.7900	2,975.93
,359.18	.00	2.00	8,103.00	.4700	1,905.38
1,593.19 -	.00	2.00	10,468.00	.4700	2,459.98
922.37	.00	2.00	5,560.00	.4700	1,303.73
488.28	.00	1.00	2,639.00	.2600	686.14
685.52 -	.00	1.00	4,643.00	.2600	1,207.18
1,021.02 -	.00	2.00	10,909.00	.4700	2,570.43
520.03	.00	2.00	2,926.00	.4700	687.61
492.85	.00	1.00	2,567.00	.2700	693.09
819.33 -	.00	2.00	5,106.00	.4700	1,199.91
626.25 -	.00	1.00	3,837.00	.2700	1,035.99
144.52	.00	1.00	627.00	.3500	219.45
397.57 -	.00	1.00	1,709.00	.3500	626.15
350.96 +	.00	2.00	2,140.00	.4700	504.78
189.68 +	.00	.25	468.00	.1350	252.77
70.60 +	.00	.25	208.50	.925	106.78
116.62	.00	1.00	407.00	.4100	166.87
823. -	.00	1.00	3,035.00	.4100	1,244.35
864. •	.00	4.00	6,268.00 X	.7700	1,206.59
2,974.18	.00	2.00	21,206.00 X	.3900	4,152.72
2,4 .96 -	.00	2.00	10,006.00 X	.3900	3,879.72
1,233.00 +	.00	2.00	5,252.00	.6900	1,949.89
1,000.09	.00	1.00	5,510.00	.3900	2,148.90
434.41	.00	1.00	1,581.00	.3900	616.59
54.65	.00	1.00	198.00	.3900	77.22
462.28	.00	1.00	1,223.00	.5500	672.65
94.90	.00	2.00	900.00 X	.2900	130.50
635.30	.00	1.00	3,037.00	.2900	895.23
777.91 V	.00	2.00	4,606.00 X	.4900	1,148.07
7.01 +	.00	1.00	30.00	•	7.01
	2,053.60CR			•	

PRODUCT COST	74,249.64	
TTLE CHARGE	109.50CR	
NGLE AND PRODUCT COST	74,140.14	
OUNT DUE	74,140.14	

FORWARD BORDEN LIST

14,691.19 •
20,442.96
4,195.68
12,003.12 -
17,679.52 •
4,600.70 -
3,427.97 •
1,945.93
2,512.32 -
1,331.52
698.74
1,200.48 -
2,625.12 -
785.13
705.93
1,307.03 -
1,065.18 -
206.91
590.37 -
515.52 •
243.26 •
103.36 •
166.87
1,244.35 -
1,237.93 •
4,959.20
3,879.20 -
1,756.06 •
1,956.05
624.10
78.91
660.42
130.50
804.36
1,112.93
11.70

110,963.09

P.F. 31,361.75
Bal. 43,207.89

THE BORDEN COMPANY 1831 S. Kilbourn Ave. Chicago, Illinois

RECAP OF ITEMS FOR FLUID MILK PURCHASES FOR PERIOD ENDED 01/02/65

CUSTOMER NAME AGP STORE SUMMARY CHICAGO & SUBURBS ACCOUNT NO. 9991 ROUTE NO.

CODE NO.	COMMODITY				QUANTITY SOLD	UNIT COST	BTL CHG.	EXTENDED COST
39	HOMO	1GAL	G		14,250	$ .6770	$ 15.77	$9,647.25
42	HOMO	1/2G	P		40,323	.3560	.00	14,354.98
51	HOMO	QT	P		15,247	.1920	.00	2,927.44
141	HOMO PVT LBL	1GAL	P		12,305	.6508	.00	8,008.14
144	HOMO PVT LBL	1/2G	P		33,830	.3254	.00	1,008.34
147	HOMO PVT LBL	QT	P		17,011	.1777	.00	3,022.81
213	2%	1GAL	G		3,716	.6350	.15	2,359.74
216	2%	1/2G	P		3,991	.3350	.00	1,337.05
259	2% PVT LBL	1/2G	P		5,475	.3044	.00	1,666.61
273	SKIM	1/2G	P		2,555	.3350	.00	856.00
279	SKIM	QT	P		2,345	.1850	.00	433.89
291	SKIM PVT LBL	QT	P		4,672	.1472	.00	687.73
309	SKIM PVT LBL	1/2G	P		5,351	.2964	.00	1,586.99
324	BUTTERMILK	1/2G	P		1,458	.3560	.00	517.29
327	BUTTERMILK	QT	P		2,303	.1920	.00	442.17
342	BTRMLK PVTLBL	1/2G	P		2,486	.3174	.00	789.02
357	BTRMLK PVTLBL	QT	P		3,814	.1632	.00	622.49
372	CHOCOLATE	QT	P		600	.2305	.00	138.29
387	CHOC PVT LBL	QT	P		1,810	.2222	.00	402.25
393	CHOC SKIM	1/2G	P		1,173	.3350	.00	393.10
396	SHAKES	1/2PT	P		1,905	.965	.00	183.89
402	CHOC HANDI-PK	1/2PT	P		1,215	.612	.00	74.36
426	WHIP	1/2PT	P		523	.2865	.00	149.85
447	WHIP PVT LBL	1/2PT	P		3,407	.2712	.00	923.92
465	H&H	QT	P		1,389	.5520	.00	766.66
468	H&H	PT	P		10,804	.2795	.00	3,019.73
495	H&H PVT LBL	PT	P		9,682	.2512	.00	2,432.07
510	SOUR CREAM	PT	P		2,780	.4575	.00	1,272.10
513	SOUR CREAM	1/2PT	P		5,554	.2340	.00	1,299.64
522	DIP ONION	1/2PT	P		1,515	.2760	.00	418.09
528	DIP BLU	1/2PT	P		194	.2760	.00	53.54
540	TRIPLE WHIP	8OZ	C		1,596	.3780	.00	603.36
546	WAKE UP	PT	P		5,132	.1425	.00	731.53
601	YOGURT	1/2PT	P		3,033	.1040	.00	304.47
717	SOUR H&H	PT	P		2,632	.3320	.00	873.81
996	JUGS RETURNED				19,704		.150R	

1. TOTAL POINTS — 446,378.00 - 31,028 = 415,350
2. TOTAL RETAIL VALUE — 105,972.32
3. TOTAL DELIVERIES — 893
4. AVERAGE POINTS PER DELIVERY

5. TOTAL PRODUCT COST
6. NET BOTTLE CHARGE
7. TOTAL BOTTLE AND PRODUCT
8. NET AMOUNT DUE

60623

PAGE 1

EXTENDED DTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE	EXTENDED VALUE AT FOLLOW LIST
$137.50	4.00	57,000.00 •	$ .8300	$1,827.50	12,897.60 •
.00	2.00	80,646.00	.4900	19,758.27	20,564.73
.00	1.00	15,247.00	.2700	4,116.69	4,192.93
.00	4.00	49,220.00 -	.8900	10,951.45	12,551.10 -
.00	2.00	67,660.00 -	.4900	16,576.70	17,254.20 -
.00	1.00	17,011.00 -	.2700	4,592.97	4,678.03 -
557.40	4.00	14,864.00 •	.7900	2,935.64	3,771.56 •
.00	2.00	7,902.00	.4700	1,875.77	1,627.68
.00	2.00	10,950.00 -	.4700	2,573.25	2,626.80 -
.00	2.00	5,110.00	.4700	1,200.85	1,222.40
.00	1.00	2,345.00	.2600	609.70	621.43
.00	1.00	4,672.00 -	.2600	1,214.72	1,238.98 -
.00	2.00	10,702.00 -	.4700	2,514.97	2,568.48 -
.00	2.00	2,906.00	.4700	682.91	741.03
.00	1.00	2,383.00	.2700	621.51	633.73
.00	2.00	4,972.00 -	.4700	1,168.42	1267.86 -
.00	1.00	3,814.00 -	.2700	1,029.78	1042.85 -
.00	1.00	600.00	.3500	210.00	199.00
.00	1.00	1,810.00 -	.3500	633.50	597.30 -
.00	2.00	2,346.00 +	.4700	551.31	563.64 • +
.00	.25	476.25 -	.1350	257.23	247.65 • +
.00	.25	303.75 +	.925	112.41	109.35 • +
.00	1.00	523.00	.4100	214.43	214.43
.00	1.00	3,407.00 -	.4100	1,396.87	1396.87 -
.00	4.00	5,556.00 •	.7700	1,069.53	1097.31 •
.00	2.00	21,608.00 x	.3900	4,213.56	4331.60
.00	2.00	19,864.00 -	.3900	3,775.98	3872.80 -
.00	2.00	5,560.00 +	.6900	1,910.20	1,950.90 • +
.00	1.00	5,554.00	.3900	2,166.06	1,971.67
.00	1.00	1,515.00	.3900	590.85	537.83
.00	1.00	194.00	.3900	75.66	76.03
.00	1.00	1,596.00	.5500	877.80	821.64
.00	2.00	10,264.00 x	.2900	1,483.28	1488.28
.00	1.00	3,033.00	.2000	579.57	849.24
.00	2.00	5,204.00 x	.4900	1,269.38	1250.20
955.60CR			•		

A+P at list 49,100.67

74,597.71
200.70CR
COST 74,337.01
74,337.01

P. K. 34,149.37
Ins. Loss 43,448.34

47163

Description of the two sets of conditions for which computer printouts have been prepared for the O'Hare Branch in March 1966

Computer printouts were prepared comparing, under two sets of conditions, A&P's prices and costs against the prices and costs of each customer who was allegedly discriminated against. In each of the two comparisons the computation of Borden's costs for the customer allegedly discriminated against and his net price paid to Borden are determined in the same way and are identical. There is, however, a difference between the comparisons in the product mix used for the A&P stores.

In one situation, the computation of Borden's cost of serving A&P and A&P's net price is based upon A&P's actual purchases of private label items in March 1966.

In the other situation, the computation of Borden's cost of serving A&P and A&P's net price is based upon the total actual purchases by A&P stores in March 1966 including both private label and Borden label.

OVERVIEW OF DISCRIMINATION/JUSTIFICATION
A&P VS. ALLEGEDLY DISCRIMINATED CUST
O'HARE BRANCH, MARCH 1966. (1)

MARKETING COST ELEMENTS	BASED ON A&P PURCHASES OF P.L. ITEMS ONLY A&P	JAMES COX
TRUCK LOADING:	.005282	.005706
PHYSICAL DELIVERY:	.018312	.039917
BRANCH CLERICAL COST:	.001000	.002001
PRODUCT WASTE:	.000000	.001300
BRANCH SELLING EXPENSE:	.000000	.015700
BORDEN LABEL ADVERTISING EXPENSE:	.000000	.000700
BORDEN LABEL MERCHANDISING EXPENSE:	.000000	.011000
SUB TOTAL:	.024594	.076323
GENERAL SELLING AND ADMINISTRATIVE EXPENSE AT 5.25%:	.001291	.004007
TOTAL MARKETING COST:	.025885	.080330
MARKETING COST PER POINT IN EXCESS OF COST TO SERVE A&P:		.054445
AVERAGE LIST PRICE PER POINT:	.267400	.269600
AVERAGE DISCOUNT PER POINT:	36.56%	22.80%
VALUE OF DISCOUNT PER POINT:	.097761	.061469
DISCOUNT PER POINT LESS THAN A&P:		.036293
NET DIFFERENCE IN PRICE LESS NET DIFFERENCE IN MARKETING COST:		- .018152
NET DISCRIMINATION IN FAVOR OF:		- .018152

(1) A&P was compared to EACH of the 'complaint' customers, under two metho

INATION/JUSTIFICATION ANALYSIS,
LY DISCRIMINATED CUSTOMERS,
ANCH, MARCH 1966. (1)

A&P PURCHASES OF ITEMS ONLY JAMES COX	BASED ON A&P PURCHASES OF TOTAL PVT. L. AND BORD. LABEL A&P	JAMES COX
.005706	.005598	.005706
.039917	.019830	.039917
.002001	.001500	.002001
.001300	.000000	.001300
.015700	.000000	.015700
.000700	.000400	.000700
.011000	.000000	.011000
.076323	.027328	.076323
.004007	.001435	.004007
.080330	.028763	.080330
.054445		.051567
.269600	.266200	.269600
22.80%	32.57%	22.80%
.061469	.086701	.061469
.036293		.025233
- .018152		- .026334
- .018152		- .026334

12hG

ers, under two methods.

5422

ELEMENT #	DESCRIPTION	COMPUTATIONAL STEPS	DATA SOURCE - O'HARE ROUTE CUSTOMERS, MARCH, 1966
1	$ Purchased	Direct entry for each customer	Source - CX 183C + D
2	Price Per Point	Constant, unless the customer is an exception case	Average for non A&P stores on routes 3W, 13W and 18W, was $.2773. For customers served on these routes, the specific value calculated for each of these customers was used
3	Points Purchased	$$ Purch. divided by the price per point	
4	Delivery stops per month	Constant, unless the customer is an exception	Examination of Route Books - all named stores received a delivery every day but Sunday (27 deliveries), except Gene's which was closed one day each week, and received only 23 deliveries.
5	Points per delivery	Points purch. divided by the delivery stops per month.	
6	Points per case	Constant, unless the customer is an exception	See Element #2 above. Constant used here is 22.7193.
7	Cases per delivery	Points purch. divided by points per case divided by delivery stops per month	
8	Proportion glass	Constant, unless the customer is an exception	See Element #2 above. Constant used here is 26.41%
9	Variable minutes per case	Constant	Minutes per case for each customer determined by type of service - determined from analysis of testimony or stipulation, and reference to Case and Company's time standards. All customers receiving same kind of service have same serving time per case.
10	Collections per month	Same as delivery stops per month, unless customer is an exception	Collection frequency same as delivery frequency for cash customers. Route book notations, testimony or stipulations describing less frequent collection were used to determine collection frequency.
11	Fixed minutes per stop	Constant	Determined from Case and Company time standards for type of service performed.
12	Variable minutes per stop	Cases per delivery multiplied by the variable minutes per case, plus cases per delivery multiplied by the proportion glass multiplied by a constant of 0.1	The constant 0.1 minutes per case is from Case and Company's standards for the time required per unit for driver to account for bottle deposits and refunds.
13	Total Mins per stop	Variable minutes per stop; plus fixed minutes per stop; plus the collections per month multiplied by a constant of 1.32/22	Time required by driver to collect, including delay until store operator is ready to make out check or count out cash is 1.32 minutes for each collection. See Case and Company standards.
14	Total mins. per point	Total minutes per stop divided by the points per delivery	
15	Total minutes per month	Delivery stops per month multiplied by the total mins. per stop	This computation is used in the calculation of total serving minutes for all customers served, which is the denominator in the calculation of cost per route min.
16.	Net price per point	100 minus the % discount per point (item 18) multiplied by the price per point (Item 2)	

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EXPLANATION OF COMPARATIVE COST AND DISCOUNT CALCULATION

5423

ELEMENT #	DESCRIPTION	COMPUTATIONAL STEPS	DATA SOURCE - O'HARE CUSTOMERS, MARCH, 1966
17	List price per point	Same as the price per point	NOTE - this procedure required in program because Hammond customers received special promotional prices instead of list price on some items.
18	Percentage discount per point	Direct entry for each customer	CX 183C + D for allegedly injured customers. Case and Company's analysis of Borden Company's summary billings to A&P for Chicago and suburbs, weeks ending 3/5/66 through 4/2/66. Stipulations, testimony of J.J. Pergler and Borden Discount Schedule CX 138.
19	Value of discount per point	List price per point multiplied by the percentage discount per point	
20	Cost per serving mins.	Constant	See calculation of cost per serving minute.
21	Delivery cost per point	Total minutes per point multiplied by the cost per serving minute.	See (14) and (20).
22	Loading cost per point	Loading cost per case (a constant) divided by the points per case	See attachment - Calculation Of Loading Cost Per Case.
23	Clerical cost per point	Clerical cost per delivery (a constant) divided by the points per delivery	See attachment - Calculation of Branch Clerical Cost Per Delivery Ticket.
24	Returns cost per point	Constant	See attachment - Calculation Of Cost Of Returns Per Point For Customers Eligible For Returned Goods Privilege.
25	Selling cost per point	Constant	See attachment - Branch Selling Expense.
26	Advertising Cost per point	Constant	See attachment - Advertising Expense.
27	Credit risk per point	Not applicable (i.e. zero) for O'Hare customers	Credit risk for O'Hare customers included in General And Administrative Expense at request of defense counsel.
28	Merchandising Cost Per point	Constant	See attachment - Merchandising Expense
29	General, Selling, And Administrative Expense	The sum of: delivery cost, loading cost, clerical cost, returns cost, selling cost, advertising cost, credit risk, and merchandising cost (all per point, multiplied by a constant percentage	See attachment - General, Selling, And Administrative Expense
30	Total marketing cost per point	General selling, And Administrative expense plus all other marketing costs per pt.	See items 21 through 29
31	Marketing cost per pt. in excess of cost to serve A&P	Total marketing cost for the customer (item 30) minus the total marketing cost for A&P	Average cost to market product to A&P computed in the same way as cost to serve every other customer, with standards appropriate to kind of service received.
32	Avg. list price/pt.	See Item 2	See 2
33	Avg. disc/pt.	See Item 18	See 18 183C + D, etc.
34	Value of disc/pt.	See Item 19	See 19
35	Disc. per point less than A&P	Value of discount per point for A&P (see item 34) minus the value of discount per point for the customer	
36	Net difference in price less net difference in marketing cost	Discount per point less than A&P (Item 35) minus the marketing cost per point in excess of cost to serve A&P (Item 31)	
37	Net discrimination in favor of	If the results of the above calculation (Item 36) is positive, then the net difference appears in the A&P column; if negative, then it appears in the customer column.	

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SUMMARY OF
DISTRIBUTION OF BORDEN GENERAL, SELLING AND ADMINISTRATIVE EXPENSE
TO O'HARE BRANCH WHOLESALE STORE CUSTOMERS
MARCH, 1966

Amount to be Distributed (Attachment 1)	$3,031.15(A)

EXPENSES INCURRED TO SERVE STORE CUSTOMERS:

Truck Loading (Attachment 2)	$ 8,068.91
Physical Distribution (Attachment 3)	~~38,022.36~~
Branch Clerical (Attachment 4)	3,396.92
Product Waste (Attachment 5)	589.31
Branch Selling Expense (Attachment 6)	4,171.51
Borden Advertising (Attachment 7)	624.96
Merchandising Expense (Attachment 8)	2,915.20
Total	~~$57,789.17~~(B)

% General Selling and Administrative of all other Marketing Expense $\frac{(A)}{(B)}$ = ~~5.25%~~

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5425

Attachment 1

Source Document

OVERHEAD EXPENSE DISTRIBUTED TO MARKETING COST

Item 10	Loc. 730	Acct. 001	Administrative	$ 2,391.65
" "	Loc. 730	Acct. 015	Division G.O.S.	28,452.95
" "	Loc. 730	Acct. 018	Stationery & Forms	2,229.11
" "	Loc. 730	Acct. 019	General Office	15,827.00
" "	Loc. 730	Acct. 020	Sales Overhead	25,752.45
" "	Loc. 730	Acct. 021	Credit Department	7,269.70

(1) Total $81,922.86

(2) Proportion of Total Volume of Central Division Represented by O'Hare Branch Store Customers 3.7%

(3)=(1)x(2) Amount of Overhead to be Distributed 3,031.15

(2) Sales & Admin. O.H. Calculated by Case and Company.

CALCULATION OF % CHICAGO O'HARE STORE POINTS OF CENTRAL DIVISION

			Point Value	Source
(1)	Total Chicago		11,736,312	Item 13, Line 63
(2)	Consol. Chicago Region (Act. Yr. End 3/66)		16,259,659	
(3)	O'Hare Wholesale		1,820,720	Item 14
(4)	School Routes, School Points	72,621		Case & Co. Analysis O'Hare Route Books
(5)	Store Routes, School Points	302,949		
(6)	Store Routes, Other Non-Store Points	108,108		
(7)	Total Non-Store Points on Regular Wholesale	483,678		(4) + (5) + (6)
(8)	Store Points on Regular Wholesale		1,337,042	(3) - (7)
(9)	% O'Hare Store of Total Chicago		11.39%	(8) ÷ (1) x 100
(10)	% Total Chicago of Consol. Chicago Region		72.18%	(1) ÷ (2) x 100
(11)	Borden Co. Central Div. Sales 6th Period			CX 42 D 1965
(12)	Chicago Metropolitan		13,291,969	"
(13)	Grand Total		29,550,007	"
(14)	% Chicago Metro of Grand Total		44.98%	(12) ÷ (13) x 100
(15)	% Chicago O'Hare Store Points of Division Total		3.70%	100x(9)x(10)x(14)

BEST COPY AVAILABLE

BRANCH _____ MONTH 5427

	PRODUCT	UNIT	MONTH THIS YEAR	MONTH LAST YEAR	MONTH INCR. (DECR.)	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR	YEAR TO DATE INCR. (DECR.)
	WHOLE MILK							
1	Whole Milk - Primary Brands	Quarts						
2	Whole Milk - Second Brands & PL	"						
3	Cod Broken Milk	"						
4	Cream-Line Milk	"						
5	Specialty Milks	"						
6	Concentrated Milk	"						
7		½ Quarts						
8	TOTAL WHOLE MILK							
	LOW FAT MILK							
9	Low Fat - Primary Brands	Quarts						
10	Low Fat - Second Brands & PL	"						
11	Lights	"						
12								
13	TOTAL LOW FAT MILK							
	SKIM MILK							
14	Skim Milk	Quarts						
15	Cod Broken Skim	"						
16	Buttermilk	"						
17								
18	TOTAL SKIM MILK							
	FLAVORED MILK DRINKS							
19	Chocolate Milk	Quarts						
20	Chocolate Drink	"						
21	Other Flavored Milk Drinks	"						
22	TOTAL FLAVORED MILK DRINKS							
23	GRAND TOTAL ALL MILK							
	CREAMS							
24	Heavy	½ Pints						
25	Light	"						
26	Half & Half	"						
27	Enriched 40%	"						
28	Sour Cream & Sour Half & Half	"						
29	Dips	"						
30	Processed Cheese	Lbs.						
31	Imitation Cheese	½ Pints						
32	TOTAL ALL CREAMS							
	COTTAGE CHEESE							
33	Primary Brands	Pounds						
34	Secondary & Private Labels	"						
35	P.L.	"						
36								
37	TOTAL COTTAGE CHEESE							
	ASEPTICALLY CANNED PRODUCTS							
38	Ready Eggs	Quarts						
39	Eggnog	½ Pints						
40								
41								
42	TOTAL ASEPTIC PRODUCTS							
	FRUIT BEVERAGES							
43	Fruit Juice	Quarts						
44	Juice Drinks	"						
45	Drinks	"						
46								
47	TOTAL FRUIT BEVERAGES							
	MISCELLANEOUS							
48	Refrigerated Eggnog	½ Pints						
49	Butter	Pounds						
50	Margarine	"						
51	Eggs	Dozen						
52	Cream Cheese	3 oz.						
53	Yogurt	½ Pints						
54	Ice Cream Mix	Quarts						
55	Ice Cream (All or Part Route)	Quarts						
56	Misc. Dairy Items (Specify)	Points						
57	All Other Items (Specify)	Points						
58	TOTAL MISCELLANEOUS							
59								
60	ADJUSTMENTS	Points						
61								
62	GRAND TOTAL ALL PRODUCTS	Points						

TOTAL ROUTE-DAY LINES - 73 and 74

	RETAIL This Year	RETAIL Last Year	WHOLESALE This Year	WHOLESALE Last Year
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
21				
22				
23				
24				
25				
26				
27				
28				
29				
30				
31				

27

	LEGAL OF ALL REGULAR ROUTES SOLD	MONTH THIS YEAR	MONTH LAST YEAR	MONTH INCR. (DECR.)	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR	YEAR TO DATE INCR. (DECR.)
	SERVICES RETAIL						
63	Wholesale						
64	Wholesale to Retail Routes						
65	Wholesale to Wholesale Routes						
66	Vendor Market Brands						
67	Vendor Private Brands						
68	All Other Business & Services						
69							
70	TOTAL WHOLESALE						
71	GRAND TOTAL (All Lines 63)						

72	TOTAL NUMBER OF ROUTES - DAYS	Retail			
73	AVERAGE NO. MILES OF ROUTE - DAYS	Retail			
74	NO. DAYS OF SERVICE - CALENDAR DAYS	Wholesale			
75	AVERAGE NO. MILES PER DAY	Wholesale			
76					
77	AVERAGE NO. MILES PER DAY	Retail			
78		Wholesale			
79	NUMBER OF EMPLOYEES AT END OF MONTH				
80					

SERVICE NUMBER OF CUSTOMERS PER WEEK PER CUSTOMER (THIS MONTH ONLY)

RETAIL	
WHOLESALE	

CASH AVERAGE 44-47

0 0004

ITEM 13

14

5428

THE BORDEN COMPANY - CENTRAL DIVISION
POINTS SOLD BY BRANCHES AND REGIONS
STRICTLY WHOLESALE POINTS

3RD MONTH PERIOD ENDING 3/31/66

BRANCHES	STRICTLY WHOLESALE POINTS	NOTED OPERATED ON 15th OF MONTH	AVERAGE PTS. PER CALENDAR DAY	TOTAL NUMBER OF ROUTE DAYS	AVERAGE PTS. PER ROUTE DAY
CHICAGO METROPOLITAN REGION:					
Chicago:					
Elgin	166951	2	3693	54	3092
Holland Road	974045	10	3142	270	3608
Holland Road - Bulk	198218	2	3197	54	3671
O'Hare	1820750	19	3091	510	3570
O'Hare - Bulk	1199825	14	3064	374	3556
Libertyville	89783	1	2876	27	3325
Rockford	230377	4	1850	103	2237
Hammond:					
Wholesale Trailer - ELKHART	253161	1	8134	27	9339
Wholesale Trailer - ROCHESTER-PLYMOUTH	270953	1	8740	27	10035
Wholesale Trailer - JOLIET	192443	1	6208	27	7128
Wholesale Trailer - RENSSELAER	356847	1	11478	27	13179
Wholesale Trailer - KNOX	226159	1	7294	27	8375
Wholesale Trailer - LASALLE	112414	1	3626	27	4163
Wholesale Trailer - OTTAWA	138928	1	3581	27	4405
Wholesale Trailer - SOUTH BEND	197512	1	6371	27	7315
Wholesale Trailer - WARSAW	242508	1	8049	27	9241
Wholesale Trailer-KANKAKEE-GILMAN	241523	1	7790	27	8945
Wholesale Trailer-MICHIGAN	277725	1	9604	27	11027
Wholesale Trailer - LA PORTE	202239	1	6524	27	7490
Hammond Area	6[illegible]481	8	2454	412	2870

10

0 0000

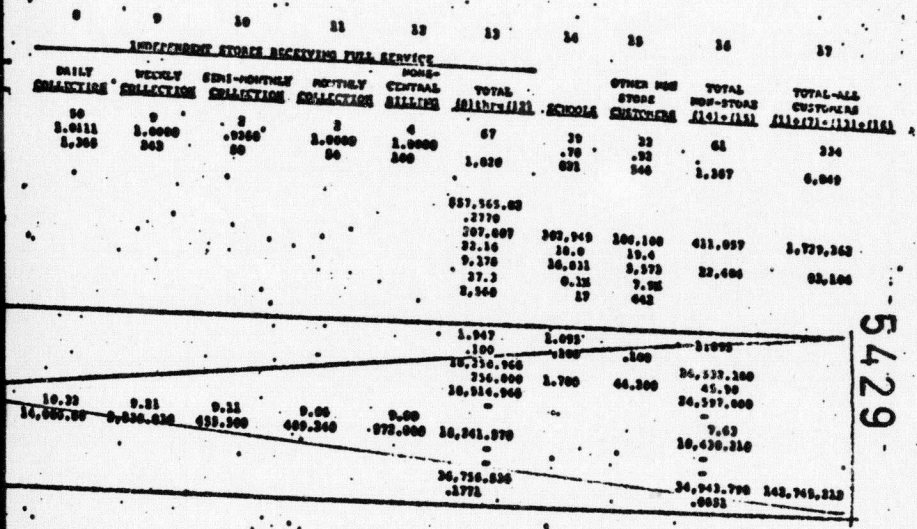
RECALCULATION OF SERVICE MINUTES PER ROUTE DAY,
BOARDEN'S O'HARE BRANCH, MARCH, 1966, WITH SERVICES
TO CUSTOMERS DETERMINED BY STIPULATION OF 3/28/74
AND INFORMATION SUPPLIED BY J. J. PEGLER

COLUMN NUMBER

			1	2	3	4	5	6	7
			A & P STORES			INDEPENDENT STORES RECEIVING LIMITED SERVICE			
#	SYMBOL		TOTAL (2) + (3)	PRIVATE LABEL	BORDEN LABEL	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	TOTAL (4)+(5)+(6)
1	A	Number of Locations	86			17	2	0	19
2	A,B,C,	Deliveries/St. Day/Location	1.0			1.0	1.0		
3	A	Number of Deliveries (17 days/Mo.)	2,322			459	34		540
4	B	Type of Service	Limited-Pre-Assembled Loads						
5	E	Collection Frequency	No Collection-Bill Control Billing			Daily	Weekly		
6	E	Dollar Value Delivered	-	-	-				
7	B	Dollar Value/Point*	-	-	-				
8	A,B,F	Points Delivered*	1,136,387	508,603	627,784				614,722.88
9	B,C,G	Points/Case*	33.6	24.8	32.3				.2573
10	B ÷ 9	Cases Delivered	40,661	20,500	20,158				97,211
11	B,C	% of Cases Glass	27.85%	0%	39.5				21.8
12	10x11	Glass Cases Delivered	11,120	0	11,120				2,661
13	B ÷ 9	Points/Delivery*	697.0	219.0	278.0				37.7
14	10 ÷ 3	Cases Delivery	21.2	8.8	12.5				1,000
15	D,H	Variable Min./Case, All Cases	1.058	1.058	1.058				
16	H	Additional Variable Min./Ea-Glass	.100	0	.100				1.058
17	10x15	Variable Min. Excl. Glass	24,481,388	21,696,528	29,784,816				.100
18	11x16	Variable Min.-Glass	1,112,000	0	1,113,000				2,815,330
19	17+18	Total Variable Min.	25,593,338	21,696,528	30,896,816				100,300
20	G	% of Variable Minutes	100.00%	41.26%	58.74%				2,915,630
21	H	Fixed Min./Delivery	5.21			6.53	8.43		
22	3x21	Total Fixed Min.	12,097,620			2,997,520	497,050		3,436,390
23	J	% of Fixed Min.	100.00%	41.26%	58.74%				
24	22x23	Distributed Fixed Min.		4,991,478	7,106,142				
25	19+24	Total Serving Min.							
26	25 ÷ 8	Serving Min./Point*	64,692,958	26,690,006	38,002,958				6,351,930
			.0569	.0525	.0605				.8110

A = Recapitulation of Route Books
B = Detailed analysis of route books 2W, 13W & 18W for independent stores and non-store customers
C = Detailed analysis of deliveries to A&P stores on Routes 4W, 10W, and 19W
D = See summary of data relied on for description of delivery service received
E = Route book notations
F = Points delivered to non-A&P stores and non-store customers on routes other than 2W, 13W, and 18W projected from factors determined from detailed analysis.
G = Points/Case " " " " " " " " " " " " " " " " " "
H = Case and Company time standards for dairy wholesale delivery functions
J = Fixed time distributed in proportion to variable time (Line 20)
* = Calculated from Line 17 for A&P stores. No calculation required for other customers not receiving private label
* = Point values determined per Page 7, "Procedure Outline - Milk Pricing"

EX 80 0



A FULL SIZE COPY OF THIS TABLE IS INCLUDED IN THE A&P FILE-ATTACHMENT 1- "SUMMARY OF DISTRIBUTION OF BORDEN GENERAL SELLING AND ADMINISTRATIVE EXPENSE".

5430 8/16/65 CX4ZD

THE BORDEN COMPANY
CENTRAL DIVISION

DATA - RE: A & P SALES - FLUID MILK
BASED ON 6TH PERIOD ENDED JUNE 26

(1) Percentage of A & P Sales to Total Sales - Central Division - Points Sold

Region	Total A&P Volume	Central Division Sales: Grand Total	Central Division Sales: Wholesale Rte. Sales Only	Percent of A&P Sales: To: Grand Total	Percent of A&P Sales: To: Wholesale Rte. Sales
Chicago Metropolitan	3,356,772	13,291,969	(1)6,027,418	25.2	55.7
Eastern Iowa-Central Illinois	742,085	4,248,423	2,580,398	17.5	28.8
Western Iowa	9,618	3,254,249	771,840	.3	1.2
Wisconsin	851,751	8,755,366	3,536,438	9.7	24.1
Grand Total	4,961,226	29,550,007	12,916,094	16.8	38.4

(1) Excludes bulk route sales of 1,209,267 points.

(2) Percentage of A & P Sales Produced at Woodstock to Total Woodstock Production - Points

Total A & P Sales Produced at Woodstock	3,199,956
Total Woodstock Production	12,622,079
Percent of A & P Sales Produced at Woodstock to Total Woodstock Production	25.3%

DISTRIBUTION OF O'HARE BRANCH (LOCATION 723)

DELIVERY EXPENSE-M-ACCOUNT 023

5431

G.E.O. 3/13/74

Line		Sub Acct. No.	Location 723	
1		1	000	
2	Wages, Routeman	2	14,409.10	
3	Commissions	3	16,875.00	
4	Wages, Salesmen	4	1,915.00	
5	Sub Total, Compensation		$33,199.10	
6	FICA & Unemp. Ins.	7	981.22	
7	Welfare - Union	9	2,491.60	
8	Vac. & Holidays	10	2,698.00	
9	Workmen's Comp.	11	276.00	
10	Sub Total, Fringes		$ 6,446.82	
11	% Fringes ....Line 10 ÷ Line 5		19.42%	
12	Mat. & Supplies	15	541.89	
13	Depreciation	20	247.00	
14	Leases & Rents	21	350.00	
15	Taxes, Ins. & Lic.	22	361.00	
16	Outside Repairs	25	21.21	
17	Repair Parts	26	92.14	
18	Stationery & Forms	34	22.19	
19	Telephone	35	402.18	
20	Heat & Power	45	745.00	
21				
22	Salaries Salesmen	4	1,915.00	
23	19.42% Fringes	Line 11	371.87	
24	Total - Salesmen		$2,286.87	
25				
26	Borden Welfare	8	28.34	
27				
28	Travel Expense	36	317.15	
29	Other Expenses	50	1,539.15	
30	(Lines 24+26+28+29)			
31	Sub Total - Selling		$4,171.51	- Distributed to Non A&P Store Points
32	Product Waste	17	802.54	- Distributed to Full Service Points
33	Grand Total		$45,116.51	
34				
35	Delivery:			
36	(Line 33-(Line 31+Line 32)		40,142.46	
37	Account 071 - Automotive		12,440.22	
38	008 - Building Exp.		2,016.00	
39	Supervision (from p. 1c)		734.37	
40	TOTAL DELIVERY EXPENSE		$55,333.05	

B

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DIV 7 CHICAGO PETRO
PLATEAU 736
ACCOUNT 601 ADMINISTRATIVE

FINAL EXPE
MAR 31

DETAIL

1	S/L-SUPERVISION
7	[illegible]
[illegible]	[illegible]
11	[illegible]
40	OVERHEAD COSTS
[illegible]	[illegible]
[illegible]	[illegible]

17 00 0

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CE SUMMARY
1966

PAGE 18 DEC 20 19

NET ACTIVITY	YEAR TO DATE
1,406.28	4,218.73
231.37	771.12
314.13	1,[illegible].30
63.00	[illegible].00
333.00	[illegible].00
704.87	1,[illegible].31
919.00CR	2,757.00CR
2,301.65 *	5,906.87 *

5432

DETAIL

EC OTHER EXPENSES

SE SUMMARY
1966

PAGE J1

NET ACTIVITY	YEAR TO DATE
28,452.95	79,385.53
28,452.95 *	79,385.53 *

5433

REGION 7 CHICAGO PETRO
LOCATION 720
ACCOUNT 613 STATIONERY EXP.

FINAL EXPEN
MAR 31,

DETAIL

24 STATIONERY EXPENSE

5434

$2.00 0
21

SE SUMMARY
1966

NET ACTIVITY	YEAR TO DATE
2,229.11	5,743.41
2,229.11 *	5,743.41 *

DISTRICT 7 CHICAGO METRO
LOCATION 730
ACCOUNT 010 GENERAL OFFICE

FINAL EXPEN
MAR 31,

DETAIL

40 OVERHEAD COSTS

$

E SUMMARY
1966

DEC 20 1967

PAGE J3

NET ACTIVITY	YEAR TO DATE
15,627.00	47,461.00
15,627.00 *	47,461.00 *

5435

REGION 7 CHICAGO METRO
LOCATION 720
ACCOUNT 620 SALES OVERHEAD

FINAL EXPO
MAR 31

5436

DETAIL

1	SAL-SUPERVISION
7	SALES-CLERICAL
7	PIC&DELIVER.INS.
1	WELFARE-SUNDRIES
1	PENSION-UNION
11	PAY & HOLIDAYS
11	WORKMENS COMP.
20	DEPRECIATION
33	TAXES,INS,MISC.
33	STATIONERY&PRINT
33	TELEPHONE
33	TRAVEL EXPENSE
33	OFFICE SERVICE
33	OVERHEAD COST
40	ACCRUAL DUES ET
60	OTHER EXPENSES
[illegible]	[illegible] TO OTHERS

Z00 0
81

NSE SUMMARY
, 1966

PAGE J4

NET ACTIVITY	YEAR TO DATE
4,390.00	13,170.00
2,725.00	9,175.00
1,425.00	4,27[illegible].00
1,004.77	3,007.31
1,149.65	3,477.65
171.40	4[illegible].80
42.00	129.00
29.00	87.00
1,925.70	5,344.20
219.00	657.00
10.00	10.00
286.57	940.74
2,744.11	6,176.31
72.31	72.31
3,360.00	9,180.00
2,666.00	7,998.00
9,220.04	26,034.70
5,335.00CR	16,[illegible].00CR
23,752.35	73,9[illegible].42

REGION 7 CHICAGO METRO
LOCATION 750
ACCOUNT 021 CREDIT DEPT

FINAL EXPE
MAR 31

DETAIL

1	SAL-SUPERVISION
6	WAGES-CLERICAL
7	[illegible]
8	WELFARE-BURDENS
11	WORKMENS COMP.
19	PROV.BAD DEBTS
36	TRAVEL EXPENSE
40	OVERHEAD COSTS
50	OTHER EXPENSES
809	LOANS TO OTHERS

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ISE SUMMARY
1966

PAGE 35 DEC 20 1972

NET ACTIVITY	YEAR TO DATE
842.00	2,526.00
685.00	2,055.00
64.70	193.42
138.45	411.47
5.00	15.00
5,254.00	15,762.00
193.41	607.41
377.00	1,131.00
801.08	1,357.08
1,088.80CR	3,264.00CR
7,269.70 *	20,793.98 *
5,254.00	15,762.00
2,015.70	5,031.98

5437

ITEM 15

POINTS SOLD BY BRANCHES AND REGIONS — STRICTLY RETAIL PLUS WHOLESALE ON RETAIL ROUTES

5438

2nd MONTH ENDING 3/31/46

BRANCHES	STRICTLY RETAIL POINTS	ROUTES OPERATED ON 15th OF MONTH	AVERAGE RETAIL PTS. PER CALENDAR DAY	TOTAL NUMBER OF ROUTE DAYS	AVERAGE RETAIL PTS. PER ROUTE DAY	AVE. RETAIL PLUS RETAIL ON RETAIL POINTS PER ROUTE DAY
CHICAGO METROPOLITAN REGION:						
Chicago: Halsted Rd Blue Island Unit	249610	21	383	552	447	574
Elgin	247729	19	421	513	483	659
Gilmore Irving Park Unit	356621	33	312	875	407	515
Forest Park Unit	216035	35	383	937	442	610
Libertyville	116247	12	393	304	452	573
Skokie Unit	322125	25	416	675	478	742
Rockford	145091	11	364	98	460	939
Hammond: Calumet	284648	22	416	594	478	631
WESTERN IOWA-CENTRAL ILLINOIS REGION:						
Central Illinois	44823	5	418	110	589	770
Rock Island	61532	4	426	108	570	727
WESTERN IOWA REGION:						
Des Moines	718122	49	473	1323	543	721
Marshalltown	244925	20	285	810	327	910
WISCONSIN REGION:						
Madison:						
LaCrosse	211211	15	451	465	532	668
Madison	525411	35½	487	992	540	612
Milwaukee	1557245	113	1415	3051	510	614
ILL. CENTRAL DIVISION	5477790	420½	415	11374	482	662

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0 0039

EXPENSES INCURRED TO SERVE O'HARE STORE ROUTE CUSTOMERS

(1)	Truck Loading - Total		$11,531.96(1)
(2)	Less:	Cases Loaded for Schools and Non-Stores	30.03% (2)
100%(-)(2)		Amount Applicable to Store Customers	69.97% (3)
	Distributed to Store Route Customers		$8,068.91 (4)

Source:

(1) Case & Co. Calculation - Truck Loading Expense
(2) Case & Co. Calculation of Reg. Wholesale Loading Cost Applicable to Store Customers
(3) 100% - (2)
(4) (1) x (3)

DISTRIBUTION OF TRUCK LOADING EXPENSE

O'Hare Branch March 1966

Total amount per Expense Summary $26,756.29(1)
Location 723 Account 037 Loading Expense

Loading Exp. Redistribution on Point Value Basis:

Redistribute to	Loading Exp.	@ %	Point Value*	%
723 Reg. Whlse.	$11,531.96(2)	43.10(3)	1,820,720(4)	43.10(3)
724 Vendor	6,801.45(5)	25.42(6)	1,073,860(7)	25.42(6)
725 Bulk Whlse.	8,422.88(8)	31.48(9)	1,329,835(10)	31.48(9)
		100.00		100.00
	$26,756.29(1)		4,224,415(11)	

Cases loaded Reg. Wholesale (12) 88,044 (Case & Co. calculation of total cases loaded on Regular Wholesale Routes)

$\frac{(2)}{(12)}$ Cost per Case $\frac{\$11,531.96}{88,044} = \$0.1310$(13)

Sources:
* Points Calculated per Page 7 "Procedure Outline-Milk Pricing"
(1) Total from Final Expense Summary March 31, 1966 Location 723 Account 037
(2) Source (1) x (3)
(3) Source (4) ÷ (11)
(4) Item 14
(5) Source (1) x (6)
(6) Source (7) ÷ (11)
(7) Case & Co. calculation, branch clerical expense.
(8) Source (1) x (9)
(9) Source (10) ÷ (11)
(10) Item 14
(11) Source (4) + (7) + (10)
(12) Case & Co. Calculation of Total Cases loaded on regular wholesale routes (attached)
(13) Source (2) ÷ (12)

[illegible] SUBSIDIARY
LOCATION: T&S
ACCOUNT 037 LOADING EXP.

FINAL EXPEN
MAR 31,

DETAIL

5	WAGES-STEVEDORES
7	PAYROLL TAXES
[illegible]	[illegible]
12	VACATIONS/PAYS
14	[illegible] GROUP.
17	LABOR TAX UPDATE
21	LOADING KITS
25	OUTSIDE REPAIRS
26	REPAIR PARTS

6200 0 0023

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E SUMMARY
1966

NET ACTIVITY		YEAR TO DATE	
22,414.91		86,[illegible].67	
[illegible].00		2,7[illegible].00	
3,[illegible].75		[illegible].75	
1,556.30		4,674.05	
166.30		507.[illegible]	
7,443.CRCR		12,[illegible].77CR	
616.75		1,[illegible].25	
2,014.90		3,127.90	
		130.53	
26,[illegible].19	*	86,414.11	*

5471

ITEM 14

5442

THE BORDEN COMPANY - CENTRAL DIVISION
POINTS SOLD BY BRANCHES AND REGIONS
STRICTLY WHOLESALE POINTS

3RD MONTH PERIOD ENDING 3/31/66

BRANCHES	STRICTLY WHOLESALE POINTS	NOTED OVERAGE ON END OF MONTH	AVERAGE PTS. PER COLLECTION DAY	TOTAL NUMBER OF NOTE PAID	AVERAGE PTS. PER NOTE PAID
CHICAGO METROPOLITAN REGION:					
Chicago:					
Elgin	166351	2	2693	54	3092
Holland Rail	974045	10	3142	270	3608
Holland Rail - Bulk	128218	2	3197	54	3671
O'Hare	1820720	12	3091	540	3570
O'Hare - Bulk	1329625	14	3064	374	3556
Libertyville	89783	1	2876	27	3325
Rockford	320277	4	1252	113	2751
CHICAGO SUB TOTAL		52			
Hammond:					
Wholesale Trailer - ELKHART	253161	1	8134	27	9339
Wholesale Trailer - ROCHESTER-FT WAYNE	270953	1	8740	27	10035
Wholesale Trailer - JOLIET	192443	1	6208	27	7128
Wholesale Trailer - RENSSELAER	355827	1	11478	27	13177
Wholesale Trailer - KOKO	226149	1	7294	27	8375
Wholesale Trailer - LAFAYETTE	112441	1	3626	27	4163
Wholesale Trailer - OTTAWA	112928	1	3642	27	4145
Wholesale Trailer - SOUTH BEND	197512	1	6371	27	7315
Wholesale Trailer - WARSAW	249508	1	8049	27	9241
Wholesale Trailer-KANKAKEE-GILMAN	241503	1	7790	27	8945
Wholesale Trailer-MICHIGAN	277725	1	9604	27	11027
Wholesale Trailer - LA PORTE	202329	1	6527	27	7490
Hammond Branch	622481	8	20054	414	2570

0 0624

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ANALYSIS OF O'HARE BRANCH CLERICAL EXPENSE

Item 10, Location 723, Account 004

		Undistributed Total	Wholesale	Bulk Wholesale	Vendor DA	Counter
Item 8	O'Hare 5th Per. '65 Points	4,641,439	1,878,004	1,030,195	753,166	980,074
	Expense $	5,754.	2,923.	1,994.	771.	66.
Item 13	5th Per. '65 Line 80				2,139,075	
	Line 83					983,024
Item 13	March, 1966 Line 80				3,050,041	
	Line 83					1,371,973
Item 14	March, 1966		1,820,720	1,329,835		
	% March, 1966 Points Volume of 5th Per. 1965		96.95%	129.09%	142.59%	139.99%
	Borden 1965 $ Distribution Modified by % Volume Change	$6,599.67	$2,833.85	$2,574.05	$1,099.37	$ 92.40
	% of Modified $ Distribution	100.00%	42.94%	39.00%	16.66%	1.40%
Item 10	Loc. 723, Acct. 004 Distribution per Volume Modified 1965 $s	$11,775.62	$5,056.45	$4,592.49	$1,961.82	$ 164.86

Est. - 1 delivery slip per delivery
Customers - regular routes 6,049
Item 12 School Route - Est. - 20/day x 46 route days 920
6,969

Branch Clerical Expense/Sales Ticket = $5,056.45 ÷ 6,969 = $0.7256/Delivery Ticket

Private Label Items as Actually Delivered:

			%
11	Pvt. Label Lines	.2101/Delivery	28.95
27	Borden Label Lines	.5155/Delivery	71.05
38	Total Lines	.7256/Delivery	100.00

Private Label Items if all products available in private label had been purchased only in private label:

11	Pvt. Label Lines	.2956/Delivery	40.74
16	Borden Label Lines	.4300/Delivery	59.26
27	Total Lines	.7256/Delivery	100.00

5444

CALCULATION OF TOTAL CASES LOADED ON REGULAR WHOLESALE ROUTES, O'HARE BRANCH MARCH, 1966

	Points *	Cases
(1) TOTAL, 17 ROUTES Operated 27 days/route (459 Route Days)	1,729,262 (2)	83,104 (3)
AVERAGE PER ROUTE DAY	3,767.5 (4)	181.05 (5)
(6) ESTIMATE FOR RT. 15 W, Operated 3/1 - 3/5 (5 days)	18,837.5 (7)	905 (8)
(9) TOTAL, REGULAR WHOLESALE ROUTES (464 Route Days)	1,748,099.5(10)	84,009 (11)
TOTAL, REGULAR AND SCHOOL ROUTES per Points Sold by Branches and Regions O'Hare Branch, 510 Route Days	1,820,720(12)	
(13) TOTAL FOR SCHOOL ROUTES, Operated 46 Route Days	72,620.5(14)	
Points/Case, School Deliveries	18.0(15)	
Cases Loaded for School Routes		4,035(16)
TOTAL CASES LOADED		88,044(17)

Sources:

* Points Calculated Per Page 7, "Procedure Outline - Milk Pricing"

(1) Route Books
(2) Case & Co. Recal. serv. min. line8
(3) " " " " " " 10
(4) Source (2) ÷ (1)
(5) Source (3) ÷ (1)
(6) Route Book 15W
(7) Source (4) x 5 days
(8) Source (5) x 5 days
(9) Source (1) + (6)
(10) Source (2) + (7)
(11) Source (3) + (8)
(12) Item 14
(13) Item 12
(14) (12)-(10)
(15) Source (2)
(16) (14)÷(15)
(17) Source (11)+(16)

0 0026

RECALCULATION OF SERVING MINUTES PER ROUTE DAY,
BORDEN'S O'HARE BRANCH, MARCH, 1966, WITH SERVICE
TO CUSTOMERS DETERMINED BY STIPULATION OF 3/28/74
AND INFORMATION SUPPLIED BY J. J. PEMBLE

COLUMN NUMBER		1	2	3	4	5	6	7
		A & P STORES			INDEPENDENT STORES RECEIVING LIMITED SERVICE			
LINE	SOURCE	TOTAL (2) + (3)	PRIVATE LABEL	BORDEN LABEL	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	TOTAL (4)+(5)+(6)
1	A	Number of Locations	86		17	3	0	20
2	A,B,C,	Deliveries/St. Per/Location	1.0		1.0	1.0		
3	A	Number of Deliveries(27 Days/Mo.)	2,322		459	81		540
4	B	Type of Service	Limited-Pre-Assembled Loads					
5	E	Collection Frequency	No Collection-All Control Billing'		Daily	Weekly	-	
6	E	Dollar Value Delivered	-	-	-			$14,722.88
7	B	Dollar Value/Point*						.3372
8	A,B,F	Points Delivered*	1,136,387	508,683	627,704			87,211
9	B,C,G	Points/Case*	23.4	24.6	22.3			23.5
10	8 + 9	Cases Delivered	48,661	20,589	28,152			3,661
11	B,C	% of Cases Glass	22.856	0%	39.5			37.7
12	10x11	Glass Cases Delivered	11,120	0	11,120			1,003
13	8 ÷ 3	Points/Delivery*	497.8	219.0	270.0			
14	10 ÷ 3	Cases/Delivery	21.3	8.9	12.5			
15	D,E	Variable Min./Case,All Cases	1.058	1.058	1.058			1.058
16	E	Additional Variable Min./Co-Glass	.100	0	.100			.100
17	10x15	Variable Min./Excl.Glass	31,401,300	21,698,523	29,784,816			3,815,338
18	12x16	Variable Min.-Glass	1,112,000	0	1,113,000			100,308
19	17+18	Total Variable Min.	32,595,338	21,698,522	30,896,818			3,915,638
20	G	% of Variable Minutes	100.00%	41.26%	58.74%			-
21	H	Fixed Min./Delivery	5.21			6.83	8.43	0
22	3x21	Total Fixed Min.	12,097,470			2,997,370	438,080	3,436,390
23	J	% of Fixed Min.	100.00%	41.26%	58.74%			-
24	22x23	Distributed Fixed Min.		4,991,476	7,106,143			-
25	19+24	Total Serving Min.	44,692,958	26,690,000	38,002,958			6,351,928
26	25 ÷ 8	Serving Min./Point*	.0569	.0525	.0606			.1110

A = Recapitulation of Route Books
B = Detailed analysis of route books 3W, 12W & 18W for independent stores and non-store customers
C = Detailed analysis of deliveries to A&P stores on Routes 4W, 10W, and 19W
D = See summary of data relied on for description of delivery service received
E = Route book notations
F = Points delivered to non-A&P stores and non-store customers on routes other than 3W, 12W, and 18W projected from factors determined from detailed analysis.
G = Points/case
H = Case and Company time standards for dairy wholesale delivery functions
J = Fixed time distributed in proportion to variable time (Line 20)
* = Calculated from Line 19 for A&P stores. No calculation required for other customers not receiving private label
* = Point values determined per Page 7, "Procedure Outline - Milk Pricing"

2.00 0

8	9	10	11	12	13	14	15	16	17
INDEPENDENT STORES RECEIVING FULL SERVICE									
DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	MONTHLY COLLECTION	NON-CENTRAL BILLING	TOTAL (8)thru(12)	SCHOOLS	OTHER NON STORE CUSTOMERS	TOTAL NON-STORE (14)+(15)	TOTAL-ALL CUSTOMERS (11)+(13)+(15)+(16)
50	9	2	2	4	67	39	22	61	334
1.0111	1.0000	.9268	1.0000	1.0000		.78	.93		
1,368	343	50	50	100	1,810	821	546	1,367	6,649
					857,565.82				
					.2770				
					207,007	302,949	100,100	411,057	1,729,263
					22.16	18.0	19.4		
					9,378	16,831	5,573	22,404	83,186
					27.3	0.1%	7.9%		
					2,560	17	442		
					1,947	2,093		2,093	
					.100	.100	.100		
					38,258,966			24,532,300	
					256,000	2,700	44,300	45.90	
					38,514,966			24,597,000	
					=			=	
10.32	9.21	9.11	9.06	9.00				7.63	
14,000.00	3,338.919	459.500	449.340	972.000	16,241,870			10,430,210	
					=			=	
					=			=	
					36,756,836			34,943,790	143,749,213
					.1771			.0065	

5445

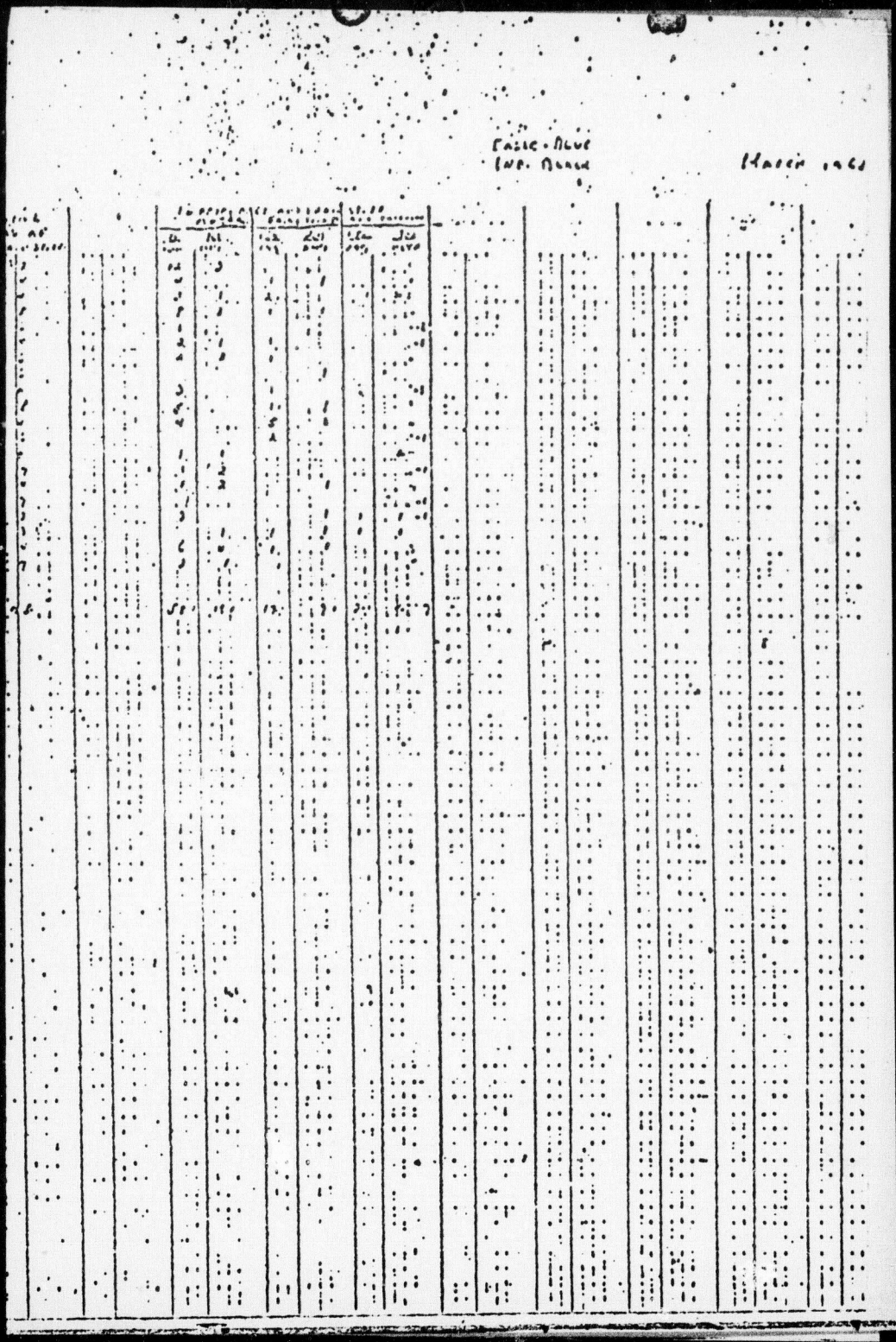
A FULL SIZE COPY OF THIS TABLE IS INCLUDED IN THE A&P FILE-ATTACHMENT 1- "SUMMARY OF DISTRIBUTION OF BORDEN GENERAL SELLING AND ADMINISTRATIVE EXPENSE".

5446

O'HARE WHOLESALE

ITEM 12

0 0038



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Copies to Controller, Chicago
V. Schaeffer

5448

O'Hare Loc. 775 — 5th Dec, 1965 — Item #8

	TOTAL	Retail	723-23 W/Sale	725 Buick W/Sale	724 Vendor D.A.	1513 Country	726
NET SALES - 5	5761350		326835	121631	113275	155127	
COST OF PRODUCT:			43510	42470	12770	122	
F.C.V. Plant	583787		443582	133941	85150	138108	
Transport Dept.	44741		10040	5493	4008	5140	
Loading - Wholesale	9941		4010	4405	1014	4697	
			437613	141039	93270	145925	
COST OF PRODUCT F.O.B. LOC.			1264	1373	1344	1883	
GROSS MARGIN							
Branch Office Cost	5754	6644.40	7993	1994	771	66	
Other Direct Bldg. Costs	5135	3175.00	1454	1097	784	—	
Delivery Expense 23	76871	.0133	43754	14743	8774	84	
Automobile Expense 71	14455	.0056	10515	1170	—	—	
O'Hare Loading 37	13731	1029.00	9528	3541	—	—	
TOTAL BRANCH EXPENSE	119126		68044	36516	14199	165	
			.0362	.0357	.0126	.0001	
OTHER EXPENSES: (Schedule)							
(a) Credit & Collection (2)	1774	.000410	773	414	445	34	
(b) Advertising - Nat. (3)	4558	.001045	1524	1054	791	1041	
(c) Advertising - Local (3)	5184	.001115	2025	1163	836	1160	
(d) Merchandising Income (3)	1410	.000649	1410	—	—	—	
General Sales Expense							
Administrative	1483	.000329	600	330	441	312	
District G.O.S. (3)	8141	.001750	3486	1503	1315	1715	
Other (Inc) or Deduct (3)	4854	.000612	1150	634	467	603	
TOTAL OTHER EXPENSE		.004836	11076	5426	3893	5051	
			.00558	.00526	.00517	.00515	
FEDERAL EXCISE TAXES							
STATE SALES TAXES							
Product Value Added Tax			440.58	154.07	176.69		
POUNDS SOLD:			.000235	.000154	.000234		
Ready Dist							
Retail							
Wholesale	2007199		1572000	1030145			
Vendor or Handler	711126				752126		
Drummer	93073					93073	
TOTAL POUNDS SOLD	2811398		1572000	1030145	752126	93073	950.07
			40.5	44.4	11.4	3.1	
Average Del. Sale per Point			1900	1850	1513	1200	
Branch Gen. Country	3441365						

0 0030

REDUCTION ITEM 8

5449

PRODUCT	Unit	MONTH — THIS YEAR	MONTH — LAST YEAR	MONTH — PCT. INCREASE	YEAR TO DATE — THIS YEAR	YEAR TO DATE — LAST YEAR	YEAR TO DATE — PCT. INCREASE
WHOLE MILK							
1. [illegible]	Quarts	5,267,124	5,777,117	(9.2)	31,503,217	33,251,647	(1.9)
2. [illegible]		15,976	15,118		37,891		37,491
3. [illegible]		470,647	474,136	(.8)	3,144,330	3,513,384	(11.7)
4. Cream-Line Milk							
5. Skimmed Milk							
6. Concentrated Milk	Cases	5,364	9,573	(44.0)	33,036	54,652	(39.6)
7.							
8. TOTAL WHOLE MILK		5,758,112	6,276,344	(8.3)	34,718,474	36,819,623	(5.7)
LOW FAT MILK							
9. Low Fat Flavor Drinks	Quarts	376,934	378,334	(.4)	2,353,666	2,341,034	.5
10. Low Fat-Skimmed Drinks & Bl.		9,333	9,532		9,264		9,264
11. Lactose							
12.							
13. TOTAL LOW FAT MILK		386,267	387,866	(.4)	2,362,930	2,350,298	.5
SOUR MILK							
14. Sour Milk							
15. Cultured Buttermilk	Quarts	243,357	447,135	(45.6)	2,035,841	2,631,066	(22.6)
16. Cultured Skim Milk							
17. Cultured Fruit Drinks		193,138	310,152	(37.7)	1,555,254	1,861,345	(16.4)
18. TOTAL SOUR MILK		436,495	757,287	(42.3)	3,591,095	4,492,411	(20.1)
FLAVORED MILK DRINKS							
19. Chocolate Milk	Quarts	521,947	913,871	(42.9)	3,967,153	5,718,159	(30.6)
20. Chocolate Skim		17,491	17,612	(.7)	121,251	124,043	(2.2)
21. Other Flavored Milk Drinks			6,643			6,643	
22. TOTAL FLAVORED MILK DRINKS		539,438	938,126	(42.5)	4,088,404	5,848,845	(30.1)
23. CREAMS TOTAL ALL MILK		7,120,312	7,359,623	(3.2)	44,760,903	49,511,177	(9.6)
CREAMS							
24. Heavy	Cases	47,635	74,770	(36.3)	341,343	403,643	(15.4)
25. Light		101,143	101,038	.1	550,308	541,844	1.6
26. Half & Half		104,822	130,166	(19.5)	6,039,576	6,635,751	(8.9)
27. Whipped Milk							
28. Sour Cream & Sour Half & Half		172,324	172,370	(.1)	934,245	957,645	(2.4)
29. Bulk		21,173	23,404	(9.5)	121,283	138,313	(12.5)
30. Powdered Cream	Cans	33,215	34,464	(3.6)	107,767	114,451	(6.0)
31. Whipping Cream	Pints	12,604	2,641	377.3	42,217	9,815	329.9
32. TOTAL ALL CREAMS		1,476,031	1,537,535	(3.5)	8,233,249	8,816,047	(6.6)
COTTAGE CHEESE							
33. Dry Curd	Pints	191,373	172,467	10.9	963,671	940,447	2.5
34. Creamed & Flavor Added		323,767	323,644	.0	2,224,870	2,056,941	8.2
35. Fat		21,450	23,580	(9.0)	107,543	140,435	(23.4)
36.							
37. TOTAL COTTAGE CHEESE		536,710	519,111	3.4	3,296,084	3,137,823	5.0
ARTIFICIALLY CANNED PRODUCTS							
38. Evap. Milk	Cases		26	(100.0)		9,278	(100.0)
39. Eggnog	Pints						
40.							
41.							
42. TOTAL ARTIFICIALLY CANNED PRODUCTS			26	(100.0)		9,278	(100.0)
ICE CREAM MIXES							
43. Plain Mixes	Cases	24,342	21,623	12.6	130,324	141,595	(8.0)
44. Fruit Mixes		20,634	17,240	19.7	126,532	127,654	(.9)
45. Bricks		21,112	17,119	23.3	83,256	87,579	(4.9)
46.							
47. TOTAL ICE CREAM MIXES		66,088	55,982	18.1	340,112	356,828	(4.7)
MISCELLANEOUS							
48. Unsweetened Cream	Pints				130,324	141,594	(7.9)
49. Buttermilk	Quarts	70,923	71,300	(.5)	466,522	418,411	11.5
50. Margarine							
51. Eggs	Dozen	39,536	35,324	11.9	164,379	176,645	(6.9)
52. Sour Cream	Pints						
53. Yogurt	Quarts	20,436	21,571	(5.3)	92,173	92,240	(.1)
54. Ice Cream Mix	Cases	51,834	51,074	1.5	117,508	134,510	(12.6)
55. Ice Cream Sold on Your Routes	Cases						
56. Misc. Non-Dairy Products	Pints	11	11		8,053	7,940	1.4
57.							
58. All Other Products	Cases	350	457	(23.4)	1,971	2,122	(7.1)
59. TOTAL MISCELLANEOUS		183,090	179,737	1.9	980,930	973,462	.8
60. ALL OTHER	Pints		16,745	(100.0)		32,624	(100.0)
61. GRAND TOTAL ALL PRODUCTS		9,118,240	10,116,310	(9.9)	57,611,778	61,850,211	(6.8)

PRODUCT	Unit	MONTH — THIS YEAR	MONTH — LAST YEAR	MONTH — PCT. INCREASE	YEAR TO DATE — THIS YEAR	YEAR TO DATE — LAST YEAR	YEAR TO DATE — PCT. INCREASE
62. [illegible]		1,114,745	1,324,438	(15.8)	7,111,111	7,111,111	(17.1)
63. [illegible]							
64. [illegible]							
65. [illegible]							

5450

CALCULATION OF REGULAR WHOLESALE LOADING COST APPLICABLE TO NON-STORE CUSTOMERS, BORDEN O'HARE BRANCH, MARCH, 1966

(1)	Total Cases Loaded	88,044
(2)	Cases Loaded for School Routes	4,035
(3)	Cases Loaded for Non-Stores on Store Routes	22,404
(4)=(2)+(3)	Total Cases Loaded for Non-Store Customers	26,439
(5)=(4) − (1)	Proportion of Cases Loaded for Non-Store Customers	30.03%

Sources:

(1) Case & Co. Calculation Total Cases Loaded Reg. Wholesale Routes
(2) " " " " " " " "
(3) " " " " " " " "
(4)=(2)+(3)
(5)=(4)÷(1)

ITEM 17.

P.O. BOX 446 : WOODSTO

BRANCH Woodsto

CONTAINE

DATA FOR COST DEPARTMENT –

			Est '65			Actual		
			Normal			171		
	UNITS PER CASE		Glass			Pure-Pak		
24	Tall	10	4		CB			6
24	1/2 Gal	12	6		CB			12
24	Quart	12	12					24
21								42
16								48
16								66
30								
32								
27								

E100 0

CK. NL

CK 103 PAGE 4a

s / Casa

MONTH JULY 1971 "COST DEPT."

5451

Plastic			Cheese Cartons			Sour Cream Dip N Chip and Yogurt Cartons			Other Cartons		
								17			
					6						
					16						
					27			28			
					18			54			
		1									
											12
											12

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I

PHYSICAL DISTRIBUTION EXPENSE	Total	$55,333.05(1)
Less: Amount Incurred for Non-Store Customers = 2 School Routes = 2x(2)x(3)=(4) 2x23x$108.50		$ 4,991.00(4)
Sub-Total - Expense of Store Routes		50,324.05(5)

Serving Time Required for Non-Stores on Store Routes -

(6) Non-Store Serv.Min. 34,945 / (7) Total Serving Min. 142,745	=	.2448(8)
Non Store Customer Exp. 12,319.69(9)		
		$17,310.69(10)
Total applicable to O'Hare Branch Wholesale Store Customers		$38,022.36(11)

Source:

(1) Case & Co. calculation
(2) 23 routes
(3) $108.50 from Case & Co. Calculation - Physical Distribution
(4) 2x(2)x(3)
(5) (1)-(4)
(6) Case & Co. Calculation of Serving Minutes
(7) " " " " " "
(8) (6) ÷ (7)
(9) (5) x (8)
(10) (4) + (9)
(11) (1) - (10)

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PHYSICAL DISTRIBUTION EXPENSE DATA

O'HARE WHOLESALE, MARCH 1966

G.E.O. 3/13/74

Type of Expense	Amount	Source
Vehicle Cost	$12,440.22	1
Building Expense	2,016.00	2
Delivery Compensation and Related Route Operating Expenses	40,142.46	3
Delivery Supervision Expense	734.37	4
TOTAL	$55,333.05	
Number of Route Days Operated	510	5
Cost Per Route Day	$ 108.50	6

Sources:

1. Final Expense Summary, Mar. 31, 1966 Location 723, Account 071 - Total
2. Final Expense Summary, Mar. 31, 1966 Location 723, Account 008 - Total
3. Analysis of: Final Expense Summary, Mar.31,1966, Location 723, Account 023 (see P.1-b)
4. Analysis of: Final Expense Summary, Mar.31,1966, Location 725 Account 023 (see P.1-c)
5. The Borden Company - Central Division/Points Sold by Branches and Regions/Strictly Wholesale Points 3rd Month Ending 3/31/66,Item 14
6. $55,333.05 ÷ 510 = $108.50

0 0035

(2)

DIVISION 7 CHICAGO METRO

FINAL E

LOCATION TLB

ACCOUNT 971 AUTOMOTIVE EXP.

DETAIL

15	MAT.&SUPPLIES
[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
21	LEASE&RENTS
22	TAXES,INS,&LIC.
[illegible]	[illegible]
[illegible]	[illegible]
80	OTHER EXPENSES
900	TRNF'S TO BUDGET
[illegible]	[illegible]

5454

Dec 0 0

XPENSE SUMMARY
31, 1966

PAGE [illegible] 1972

NET ACTIVITY	YEAR TO DATE
59.68	315.01
2,[illegible]75.93	9,401.18
20.00CR	20.00CR
3,332.97	11,536.91
2,100.00	6,504.00
4,175.13	13,401.84
111.43CR	223.78CR
1,535.90CR	3,145.87CR
10,644.40CR	37,401.03CR
11,[illegible]32.10	35,589.80
$ 12,440.22 *	$ 36,146.22 *

REGION 7 - CHICAGO METRO
LOCATION 725
ACCOUNT 003 BUILDING EXP.

FINAL E
PAG

DETAIL

10	WAG & HOLIDAYS
21	DEPRECIATION
22	TAXES,INS,ALTC.

4200 0

XPENSE SUMMARY
.31, 1956

DEC 20 1957

PAGE 30

NET ACTIVITY	YEAR TO DATE
42.00	126.00
831.00	1,993.10
1,143.00	4,921.90
$ 2,016.00 *	$ 6,041.00 *

5455

5456

DISTRIBUTION OF O'HARE BRANCH (LOCATION 723)

DELIVERY EXPENSE-M-ACCOUNT 023

G.E.O. 3/13/74

Line		Sub Acct. No.	Location 723	
1		1	000	
2	Wages, Routeman	2	14,409.10	
3	Commissions	3	16,875.00	
4	Wages, Salesmen	4	1,915.00	
5	Sub Total, Compensation		$33,199.10	
6	FICA & Unemp. Ins.	7	981.22	
7	Welfare - Union	9	2,491.60	
8	Vac. & Holidays	10	2,698.00	
9	Workmen's Comp.	11	276.00	
10	Sub Total, Fringes		$ 6,446.82	
11	% Fringes	Line 10 ÷ Line 5	19.42%	
12	Mat. & Supplies	15	541.89	
13	Depreciation	20	247.00	
14	Leases & Rents	21	350.00	
15	Taxes, Ins. & Lic.	22	361.00	
16	Outside Repairs	25	21.21	
17	Repair Parts	26	92.14	
18	Stationery & Forms	34	22.19	
19	Telephone	35	402.18	
20	Heat & Power	45	745.00	
21				
22	Salaries Salesmen	4	1,915.00	
23	19.42% Fringes	Line 11	371.87	
24	Total - Salesmen		$2,286.87	
25				
26	Borden Welfare	8	28.34	
27				
28	Travel Expense	36	317.15	
29	Other Expenses	50	1,539.15	
30	(Lines 24+26+28+29)			
31	Sub Total - Selling		$4,171.51	- Distributed to Non A&P Store Points
32	Product Waste	17	802.54	- Distributed to Full Service Points
33	Grand Total		$45,116.51	
34				
35	Delivery:			
36	(Line 33-(Line 31+Line 32)		40,142.46	
37	Account 071 - Automotive		12,440.22	
38	008 - Building Exp.		2,016.00	
39	Supervision (from p. 1c)		734.37	
40	TOTAL DELIVERY EXPENSE		$55,333.05	

0 0039

DIVISION 7 CHICAGO METRO
LOCATION 725
ACCOUNT 623 DELIVERY EXP-H

FINAL EXH
MAR 3

DETAIL

3	WAGES-SOUTHERN
5	COMMISSIONS
6	FUEL-GASOLINE
7	RIG/EQUIP.INS.
8	WELFARE-GROUP INS.
9	WELFARE-UNION
10	VACATION/HOLYS
11	WORKMEN'S COMP.
15	MAT.&SUPPLIES
17	REPAIRS PARTS
20	DEPRECIATION
21	LEASE PAYMENTS
22	TAXES,INS,&LIC.
25	OUTSIDE REPAIRS
33	REPAIR SHOP
34	STATION EMP&FORM
35	TELEPHONE
36	TRAVEL EXPENSE
45	ALLOC OTHER
50	OTHER EXPENSES

0 0038

NET ACTIVITY	YEAR TO DATE
14,409.10	44,599.06
11,075.00	40,112.00
1,915.00	2,745.30
991.22	2,942.03
28.34	91.46
2,491.60	8,941.74
2,533.30	8,384.03
276.00	828.00
541.89	1,825.43
923.94	3,391.45
247.00	741.00
350.00	1,050.00
361.00	1,083.00
21.21	174.44
92.14	130.16
22.19	139.29
402.16	1,351.33
317.13	1,113.11
749.00	1,777.94
1,539.15	4,529.54
43,116.51	120,213.24

5457

5458

DELIVERY SUPERVISION EXPENSE

O'HARE BRANCH

G.E.O. 3/13/74

LOCATION 725 ACCOUNT 023

Line	Detail	Sub Acct. No.	Location 734 O'Hare Wholesale	Location 725 O'Hare Bulk	
1	Sal. Supervision	1		$ 1,100.00	
2	Wages Routemen	2		14,058.91	
3	Commissions	3		200.00	
4	Wages Salesmen	4		2,295.18	
5	Sub-Total			$17,654.09	
6					
7	FICA & Unemp. Ins.	7		808.99	
8	Vacations & Holidays	10		1,513.00	
9	Workmen's Comp.	11		188.00	
10	Sub-Total			$2,509.99	
11					
12	Line 10 % of Line 5			14.218%	
13	Line 1 x Line 12			156.40	
14	Line 1 + line 13			1,256.40	
15	Welfare - Borden's	8		16.56	
16	Total Supervision Cost			$1,272.96	
17					
18					
19					
20	Route Days				Total
21	from Item 14		510	374	884
22					
23	(from Line 21)		57.69%	42.31%	100%
24					
25					
26	Route Supervision, O'Hare		734.37	538.59	$1,272.96
27	Wholesale (Line 16 x Line 22)				
28					
29	Route Supervision				
30	Per Route Day		$1.44		
31	(Line 26 ÷ Line 21)				

0 00340

REGION 7 CHICAGO METRO
LOCATION 735 - O'HARE - BULK
ACCOUNT 023 DELIVERY EXP-H

FINAL EXPE
MAR 31

DETAIL

1	SAL-SUPERVISION
2	WAGES-ROUTEMEN
3	COMMISSIONS
4	WAGES-SALESMEN
7	FICA/SUBSIP.INS.
8	WELFARE-GARDENS
9	WELFARE-UNION
10	VAC&HOLIDAYS
11	WORKMENS COMP.
15	MAT.&SUPPLIES
17	PRODUCT WASTE
22	TAXES,INS,&LIC.
25	OUTSIDE REPAIRS
26	REPAIR PARTS
34	STATIONERY&FORM
35	TELEPHONE
36	TRAVEL EXPENSE
45	HEATS POWER
50	OTHER EXPENSES

NSE SUMMARY
, 1966

NET ACTIVITY	YEAR TO DATE
1,100.00	3,300.00
14,[illegible].11	[illegible],741.94
200.00	600.00
2,295.16	6,885.54
808.99	2,424.17
10.56	61.08
2,166.00	6,000.40
1,513.00	4,539.00
180.00	617.00
147.04	355.02
66.13	226.13
115.00	940.00
73.46	233.65
60.53	166.93
917.00	1,033.96
254.01	694.24
1,161.78	3,093.04
471.03	1,240.07
545.00	1,332.42
24,196.00 *	73,697.03 *

5459

ITEM 14

POINTS SOLD BY BRANCHES AND REGIONS
STRICTLY WHOLESALE POINTS 5460

DEC 20 1972

3RD MONTH ENDING 2/31/66

BRANCHES	STRICTLY WHOLESALE POINTS	ROUTES OPERATED ON 15th OF MONTH	AVERAGE PTS. PER CALENDAR DAY	TOTAL NUMBER OF ROUTE DAYS	AVERAGE PTS. PER ROUTE DAY
CHICAGO METROPOLITAN REGION:					
Chicago:					
Elgin	116351	2	3693	54	3693
Holland Road	97405	10	3142	270	3108
Holland Road - Bulk	198218	2	3147	54	3671
O'Hare	1820730	19	3091	510	3570
O'Hare - Bulk	1329225	14	3614	374	3551
Libertyville	89783	1	2971	27	3325
Rockford	220279	4	1852	108	3227
Hammond:					
Wholesale Trailer - ELKHART	253161	1	8134	27	9334
Wholesale Trailer - ROCHESTER-ETONIA	270953	1	8740	27	10034
Wholesale Trailer - JOLIET	192413	1	6208	27	7122
Wholesale Trailer - RENSSELAER	350827	1	11478	27	13179
Wholesale Trailer - KOKOMO	236109	1	7294	27	8375
Wholesale Trailer - LASALLE	112114	1	3626	27	4163
Wholesale Trailer - OTTAWA	112928	1	3526	27	4045
Wholesale Trailer - SOUTH BEND	197512	1	6371	27	7315
Wholesale Trailer - WINAMAC	242708	1	8019	27	9341
Wholesale Trailer-YANKEE-GILMER	241503	1	7779	27	8945
Wholesale Trailer-MICHIGAN	297725	1	9604	27	11027
Wholesale Trailer-LA PORTE	202229	1	6521	27	7490
Hammond Branch	1422181	8	3464	413	3970

0 0012

5461

CALCULATION OF COST PER SERVING MINUTE

BORDEN O'HARE BRANCH, MARCH, 1966

Physical Delivery Expense:

			Source
	Cost Per Route Day	$108.50	(1)
(2) / (3)	Serving Min./Route Day Non-School Routes — 142,745.212 serving min. / 17 routes x 27 days	310.99	(4) serving min.
(1) / (4)	Cost per Serving Minute	$0.3489	(5)

Sources:

(1) Case & Co. calculation, Physical Distribution Extense Data, Page 1a
(2) " " " , Serving Min./Route Day
(3) O'Hare wholesale route books for full month (x) item 13, 3/66
(4) Source (2) ÷ (3)
(5) " (1) ÷ (4)

0 0013

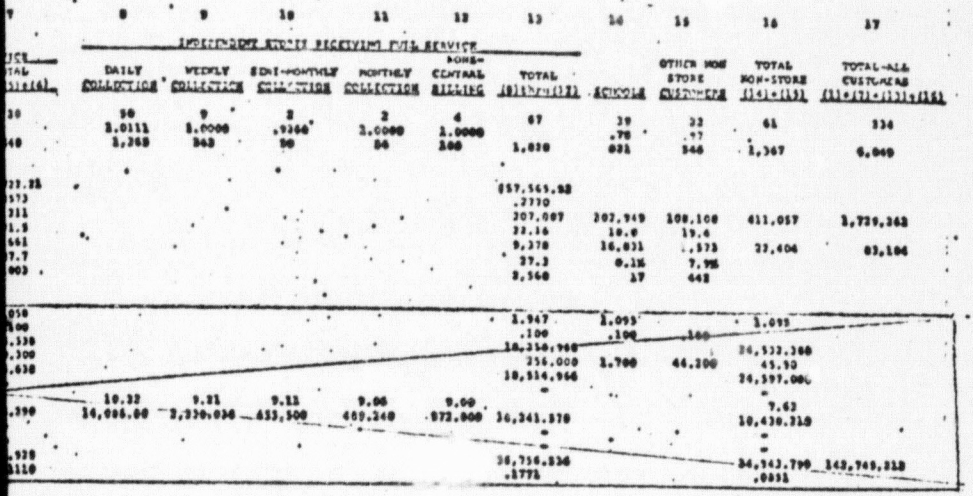
RECALCULATION OF SERVING MINUTES PER ROUTE - Y,
BORDEN'S O'HARE BRANCH, MARCH, 1966, WITH SERVICE
TO CUSTOMERS DETERMINED BY STIPULATION OF 3/28/74
AND INFORMATION SUPPLIED BY J. J. FERGUS

COLUMN NUMBER		1	2	3	4	5	6	7
		A & P STORES			INDEPENDENT STORES RECEIVING LIMITED SERVICE			
LINE NO.	ITEMS	TOTAL (2) + (3)	PRIVATE LABEL	BORDEN LABEL	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	TOTAL (4)+(5)+(6)
1	A Number of Locations	46			17	3	0	20
2	A,B,C, Deliveries/Rt. Day/Location	1.0			1.0	1.0	-	-
3	A Number of Deliveries(27 days/28.)	2,322			459	81	-	540
4	D Type of Service	Limited-Pre-Assembled Loads						
5	E Collection Frequency	No Collection-All Control Billing			Daily	Weekly	-	
6	E Dollar Value Delivered	-	-	-				
7	D Dollar Value/Point*							$14,722.25
8	A,D,F Points Delivered*	1,136,387	508,603	627,784				.2573
9	B,C,G Points Case*	23.6	24.0	22.3				57,211
10	8 ÷ 9 Cases Delivered	48,661	20,589	28,132				21.5
11	B,C % of Cases Glass	23.05%	0%	39.5				2,661
12	10x11 Glass Cases Delivered	11,130	0	11,130				27.7
13	8 ÷ 3 Points/Delivery*	497.8	219.0	270.8				1,003
14	10 ÷ 3 Cases/Delivery	21.3	8.8	12.5				
15	G,H Variable Min./Case,All Cases	1.058	1.058	1.058				1.058
16	H Additional Variable Min./Co-Glass	.100	0	.100				.100
17	10x15 Variable Min.Excl.Glass	$1,441,369	21,698,522	29,784,816				2,815,338
18	12x16 Variable Min.-Glass	1,112,000	0	1,112,000				100,300
19	17+18 Total Variable Min.	$2,595,338	21,698,522	30,896,816				2,915,638
20	G % of Variable Minutes	100.00%	41.36%	58.74%				-
21	H Fixed Min./Delivery	3.21			6.93	5.43	-	
22	3x21 Total Fixed Min.	12,057,630			2,503,090	439,830		3,436,390
23	J % of Fixed Min.	100.00%	41.36%	58.74%				-
24	22x23 Distributed Fixed Min.		4,991,478	7,106,142				-
25	19+24 Total Serving Min.	64,692,958	26,690,000	38,002,958				6,351,928
26	25 ÷ 8 Serving Min./Point*	.0569	.0525	.0603				.1110

A = Recapitulations of Route Books
B = Detailed anal/sis of route books 3W, 13W & 18W for independent stores and non-store customers
C = Detailed anal/sis of deliveries to A&P stores on Routes 4W, 10W, and 19W
D = See summary of data relied on for description of delivery service received
E = Route book notations
F = Points delivered to non-A&P stores and non-store customers on routes other than 3W, 13W, and 18W projected from factors determined from detailed analysis.
G = Points/Case " " " " " " " " " "
H = Case and Company time standards for dairy wholesale delivery functions
J = Fixed time distributed in proportion to variable time (Line 20)
@ = Calculated from Line 13 for A&P stores. No calculation required for other customers not receiving private label
* = Point values determined per Page 7, "Procedure Outline - Milk Pricing"

5462

Ex. No. 8



7	8	9	10	11	12	13	14	15	16	17
	INDEPENDENT RETAIL RECEIVING AND SERVICE									
ICE TAL (Initial)	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	MONTHLY COLLECTION	NON-CENTRAL BILLING	TOTAL (8)+(9)+(10)	SCHOOLS	OTHER NON STORE CUSTOMERS	TOTAL NON-STORE (14)+(15)	TOTAL-ALL CUSTOMERS (13)+(7)+(11)+(16)
30	30	9	2	2	4	47	19	32	61	334
40	1.0111	1.0000	.9266	1.0000	1.0000		.78	.97		
	1,365	363	50	86	366	1,830	621	946	1,567	6,049
77.25						$57,565.52				
573						.2770				
211						207,087	207,949	108,108	411,057	1,729,262
1.9						22.16	18.9	19.4		
661						9,378	16,031	7,373	23,404	83,186
7.7						27.3	0.1%	7.9%		
903						2,560	17	448		
050						1.947	1.093		1.093	
100						.100	.100	.100		
.328						18,250,968			24,532,368	
.300						256,000	1.700	44,200	45.19	
.638						18,514,966			24,597,000	
						=			=	
.399	10.32	9.21	9.11	9.06	9.00				7.62	
	14,086.80	2,330,036	433,500	469,240	372,800	36,341,578			18,430,318	
						=			=	
.928						=			=	
110						36,736,836			24,543,796	142,769,218
						.1775			.0851	

A FULL SIZE COPY OF THIS TABLE IS INCLUDED IN THE A&P FILE-ATTACHMENT 1- "SUMMARY OF DISTRIBUTION OF BORDEN GENERAL SELLING AND ADMINISTRATIVE EXPENSE".

O'HARE WHOLESALE

ITEM 12

BEST COPY AVAILABLE

EAGLE-ALICE
IND. ACCT.

MARCH 1961

5463

	PRODUCT	UNIT	MONTH 5464 THIS YEAR	MONTH LAST YEAR	MONTH INCR. (DECR.)	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR	YEAR TO DATE INCR. (DECR.)
	WHOLE MILK							
1	Home M.A.—Primary Brands	Quarts						
2	Home Mlk—Second Brands & P.L.	"						
3	Gal Garden Milk	"						
4	Cream—Like Milks	"						
5	Specialty Milks	"						
6	Concentrated Milk	½ Quarts						
7								
8	TOTAL WHOLE MILK							
	LOW FAT MILK							
9	Low Fat—Primary Brands	Quarts						
10	Low Fat—Second Brands & P.L.	"						
11	Lifeline	"						
12								
13	TOTAL LOW FAT MILK							
	SKIM MILK							
14	Skim M.A.	Quarts						
15	Gal Garden Skim	"						
16	Nonmilk	"						
17								
18	TOTAL SKIM MILK							
	FLAVORED MILK DRINKS							
19	Chocolate Milk	Quarts						
20	Chocolate Drink	"						
21	Other Flavored Milk Drinks	"						
22	TOTAL FLAVORED MILK DRINKS							
23	GRAND TOTAL ALL MILK							
	CREAMS							
24	Heavy	½ Pints						
25	Light	"						
26	Half & Half	"						
27	Enriched Milk	"						
28	Sour Cream & Sour Half & Half	"						
29	Dips	"						
30	Preserved Creams	Cans						
31	Imitation Creams	½ Pints						
32	TOTAL ALL CREAMS							
	COTTAGE CHEESE							
33	Primary Brands	Pounds						
34	Secondary & Private Labels	"						
35	Bulk	"						
36								
37	TOTAL COTTAGE CHEESE							
	ASEPTICALLY CANNED PRODUCTS							
38	Ready Diet	Quarts						
39	Eggnog	½ Pints						
40								
41								
42	TOTAL ASEPTIC PRODUCTS							
	FRUIT BEVERAGES							
43	Fruit Juice	Quarts						
44	Juice Drinks	"						
45	Drinks	"						
46								
47	TOTAL FRUIT BEVERAGES							
	MISCELLANEOUS							
48	Refrigerated Eggnog	½ Pints						
49	Butter	Pounds						
50	Margarine	"						
51	Eggs	Dozen						
52	Cream Cheese	3 oz.						
53	Yogurt	½ Pints						
54	Ice Cream Mix	Quarts						
55	Ice Cream Soft ea Retail Route	Quarts						
56	Misc. Retail Items (3 Points per $1)	Points						
57								
58	All Other Items (3 Points per $1)	Points						
59	TOTAL MISCELLANEOUS							
60								
61	ADJUSTMENTS	Points						
62								
63	GRAND TOTAL ALL PRODUCTS	Points						

1967

TOTAL ROUTE-DAY LINES 173 AND 174	TOTAL	
	This Year	Last Y
1		
2		
3		
4		
5	—	
6		
7		
8		
9		
10		
11		
12	—	
13		
14		
15		
16		
17		
18		
19	—	
20		
21		
22		
23		
24		
25		
26	—	
27		
28		
29		
30		
31		
32		

	WHOLESALE
	This Year	Last
1		
2		
3		
4		
5	—	
6		
7		
8		
9		
10		
11		
12	—	
13		
14		
15		
16		
17		
18		
19	—	
20		
21		
22		
23		
24		
25		
26	—	
27		
28		
29		
30		
31		
32		

27

	ITEM OF ALL REGULAR POINTS SOLD	MONTH THIS YEAR	MONTH LAST YEAR	MONTH INCR. (DECR.)	YEAR TO DATE THIS YEAR	YEAR TO DATE LAST YEAR	YEAR TO DATE INCR. (DECR.)
64							

ITEM 17.

P.O. BOX 446 · WOODST

BRANCH WOODST

CONTAINE

DATA FOR COST DEPARTMENT –

			Et'ls			Cartons		
			Normal			171		
	UNITS PER CASE		Glass			Pure-Pak		
24		16	4		6B			6
24		12	6		6B			12
24			12					24

0 0B13

17

OCK. ILL.

C.K 103 PAGE 4a

RS 1 CASE

MONTH JULY 1971 "COST DEPT."

5465

Plastic			Cheese Cartons			Sour Cream Dip N Chip and Yogurt Cartons			Other Cartons	
								17		
					6					
					16					
					5			8		
					1/8			5		
		1								
										17
										17

5466

BRANCH CLERICAL COST - REGULAR WHOLESALE - TOTAL		$5,056.45(1)
Less: Amount Incurred for Non-Store Customers:		
School Route Delivery Tickets		920 (2)
Non-Store Deliveries on Regular Routes		1,367 (3)
Sub-Total		2,287 (4)
Total Delivery Tickets		6,969 (5)
	32.82%(6)	
Distribution to Store Customers		$1,659.53(7)

Sources:

(1) Case & Co. Calculation - Branch Clerical Costs
(2) Exhibit 12
(3) Case & Co. Calculation of Serving Min/Route Day Col. 16
(4) (2) + (3)
(5) Same as (3) but see Col. 17 + (2) above
(6) (4) ÷ (5)
(7) (1) x (6)

5467

ANALYSIS OF O'HARE BRANCH CLERICAL EXPENSE

Item 10, Location 723, Account 004

		Undistributed Total	Wholesale	Bulk Wholesale	Vendor DA	Counter
Item 8	O'Hare 5th Per. '65 Points	4,641,439	1,878,004	1,030,195	753,166	980,074
	Expense $	5,754.	2,923.	1,994.	771.	66.
Item 13	5th Per. '65 Line 80				2,139,075	
	Line 83					983,024
Item 13	March, 1966 Line 80				3,050,041	
	Line 83					1,371,973
Item 14	March, 1966 % March, 1966 Points Volume of 5th Per. 1965		1,820,720	1,329,835		
			96.95%	129.09%	142.59%	139.99%
	Borden 1965 $ Distribution Modified by % Volume Change					
	% of Modified $ Distribution	$6,599.67	$2,833.85	$2,574.05	$1,099.37	$ 92.40
		100.00%	42.94%	39.00%	16.66%	1.40%
Item 10	Loc. 723, Acct. 004 Distribution per Volume Modified 1965 $s	$11,775.62				
			$5,056.45	$4,592.49	$1,961.82	$ 164.86

Est. - 1 delivery slip per delivery
Customers - regular routes
Item 12 School Route - Est. - 20/day x 46 route days

	6,049
	920
	6,969

Branch Clerical Expense/Sales Ticket = $5,056.45 ÷ 6,969 = $0.7256/Delivery Ticket

Private Label Items as Actually Delivered:

			%
11	Pvt. Label Lines	.2101/Delivery	28.95
27	Borden Label Lines	.5155/Delivery	71.05
38	Total Lines	.7256/Delivery	100.00

Private Label Items if all products available in private label had been purchased only in private label:

11	Pvt. Label Lines	.2956/Delivery	40.74
16	Borden Label Lines	.4300/Delivery	59.26
27	Total Lines	.7256/Delivery	100.00

5468

Item #8

O'Hare Loc. 723 5th Rpt. 1965

	TOTAL	Retail Yard per books	723-23 w/sale	725 Buick w/sale	724 Vendor D.A.	726 Counter
NET SALES - 5	$701,650 -		356,835 -	191,631	113,775	155,127
			43.51%	23.47%	13.87%	18.91%
COST OF PRODUCT:						
F.O.B. Plant	583,787 -		299,582 -	133,941 -	85,150 -	135,168 -
Transport Dept.	4,741 -		10,040 -	5,493 -	4,008 -	5,440 -
Loading - Wonderful Distributing	9,941 -		4,010 -	4,405 -	1,614 -	3,697 -
			313,632	143,839	90,772	144,305
COST OF PRODUCT F.O.B. LOC.			1.214	1.373	1.249	1.393
GROSS MARGIN						
Salesmen, Office Cost	5754	6,644.40	9943	1994	771	66
Officers Salaries & K. Bldg. Cost &	3135 -	3,135.00	1454 -	1097 -	784 -	—
Delivery Expense 23	26,871 -	.0233	43,754 -	24,443 -	8,794 -	8,880
Automobile Expense 71	14,685 -	.0056	10,515 -	4,170 -	—	—
O'Hare loading 37	18731 -	19,272.80	9525 -	5314 -	3,541 -	—
TOTAL BRANCH EXPENSE	119,176 -		68,044 -	36,816 -	14,199 -	14,660
			.0362	.0376	.0184	.00015
OTHER EXPENSES: (Schedule)						
01 Credit & Collection (2)	1774 -	.000410	773 -	414 -	445 -	344
02 Advertising - Nat. (6)	4858 -	.001015	1824 -	1054 -	791 -	1014
04 Advertising - Local (7)	5184 -	.001115	2092 -	1163 -	836 -	1088
11 Merchandising Income (2)	1710 -	.000644	1710 -	—	—	—
General Sales Expense						
Administrative	1463 -	.000329	600 -	330 -	241 -	314
District G.O.S. (3)	8344 -	.001750	3284 -	1808 -	1318 -	1715
Other (Inc) or Deduct (3)	4854 -	.000612	1150 -	634 -	467 -	603
TOTAL OTHER EXPENSE			11,076	5426	3895	5051
			.00558	.00526	.00517	.00515
PROFIT BEFORE TAXES						
INCOME TAXES TAXES						
Product Profit Contribution			440.58	154.07	176.67	
POUNDS SOLD:			.000235	.000159	.000234	
Ready Diet						
Retail						
Wholesale	2,662,193		1,179,000	1,030,145		
Vendor or Handler	711,100				751,136	
Counter	990,075					990,075
TOTAL POUNDS SOLD →	3,661,368	—	1,535,000	1,030,145	751,136	990,075
			40.5	27.4	19.7	26.1
Average Sales per point			1900	1850	1513	1265
Points Sell. Counts	3,661,368					

0 0050

REDUCTION ITEM 8

5469

PRODUCT	UNIT	MONTH			YEAR TO DATE		

5470

	PRODUCT	UNIT	MONTH: THIS YEAR	MONTH: LAST YEAR	MONTH: INCR. (DECR.)	YEAR TO DATE: THIS YEAR	YEAR TO DATE: LAST YEAR	YEAR TO DATE: INCR. (DECR.)
	WHOLE MILK							
1	Whole Milk—Primary Brands	Quarts						
2	Whole Milk—Second Brands & Pvt. Label	"						
3	Cod Liver Milk	"						
4	Cream-Line Milk	"						
5	Specialty Milk	"						
6	Concentrated Milk	Quarts						
7								
8	TOTAL WHOLE MILK							
	LOW FAT MILK							
9	Low Fat—Primary Brands	Quarts						
10	Low Fat—Second Brands & Pvt. Label	"						
11	Lowfat	"						
12								
13	TOTAL LOW FAT MILK							
	SKIM MILK							
14	Skim Milk	Quarts						
15	Cod Liver Skim	"						
16	Buttermilk	"						
17								
18	TOTAL SKIM MILK							
	FLAVORED MILK DRINKS							
19	Chocolate Milk	Quarts						
20	Chocolate Drink	"						
21	Other Flavored Milk Drinks	"						
22	TOTAL FLAVORED MILK DRINKS							
23	GRAND TOTAL ALL MILK							
	CREAMS							
24	Heavy	½ Pints						
25	Light	"						
26	Half & Half	"						
27	Sealtest Milk	"						
28	Sour Cream & Sour Half & Half	"						
29	Dips	"						
30	Prepacked Creams	Cups						
31	Imitation Creams	½ Pints						
32	TOTAL ALL CREAMS							
	COTTAGE CHEESE							
33	Primary Brands	Pounds						
34	Secondary & Private Labels	"						
35	Bulk	"						
36								
37	TOTAL COTTAGE CHEESE							
	ASEPTICALLY CANNED PRODUCTS							
38	Ready Diet	Quarts						
39	Eggnog	½ Pints						
40								
41								
42	TOTAL ASEPTIC PRODUCTS							
	FRUIT BEVERAGES							
43	Fruit Juice	Quarts						
44	Juice Drinks	"						
45	Drinks	"						
46								
47	TOTAL FRUIT BEVERAGES							
	MISCELLANEOUS							
48	Refrigerated Eggnog	½ Pints						
49	Butter	Pounds						
50	Margarine	"						
51	Eggs	Dozen						
52	Cream Cheese	3 oz.						
53	Yogurt	½ Pints						
54	Ice Cream Mix	Quarts						
55	Ice Cream Sold as Part of Route	Gallons						
56	Misc. Purchased Products (1)	Points						
57								
58	All Other Purchased Products (2)	Points						
59	TOTAL MISCELLANEOUS							
60								
61	ADJUSTMENTS	Points						
62								
63	GRAND TOTAL ALL PRODUCTS	Points						

TOTAL ROUTE-DAY LINES 73 AND 74

	RETAIL: This Year	RETAIL: Last Year
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
31		

	WHOLESALE: This Year	WHOLESALE: Last Year
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
31		

27

	TOTAL OF ALL REGULAR POINTS SOLD	MONTH: THIS YEAR	MONTH: LAST YEAR	MONTH: INCR. (DECR.)	YEAR TO DATE: THIS YEAR	YEAR TO DATE: LAST YEAR	YEAR TO DATE: INCR. (DECR.)
64	RETAIL						
65	Wholesale						
66	Wholesale to Retail Outlets						
67	Wholesale to Wholesale Outlets						
68	Vender-Vended Drinks						
69	Vender-Private Brands						
70	All Other Outlets & Credits						
71	TOTAL WHOLESALE						
72	GRAND TOTAL (Total of line 64)						

73	TOTAL NUMBER OF ROUTES—DAYS	Total			
74	AVERAGE SALES PER ROUTE	Total Points			
75	NUMBER OF ROUTES	Total Routes			
76					
77	EXCHANGE AND PURCHASE POINTS	Total			
78	NUMBER OF CUSTOMERS AT LATEST MONTH	Total			
79					
80					
81					

AVERAGE NUMBER OF REGULAR SERVICES PER CUSTOMER (THIS MONTH ONLY)

CITY	
INTERSTATE	

ROUTE NUMBER

ITEM 13

PREPARED BY

CHECKED BY

APPROVED BY

TEM 14

POINTS SOLD BY BRANCHES AND REGIONS
STRICTLY WHOLESALE POINTS 5471

DEC 20 1972

3RD MONTH ENDING 4/31/66

NICHES	STRICTLY WHOLESALE POINTS	NOTED OPERATED ON 15th OF MONTH	AVERAGE PTS. PER CALENDAR DAY	TOTAL NUMBER OF ROUTE DAYS	AVERAGE PTS. PER ROUTE DAY
90 METROPOLITAN REGION:					
Chicago:					
Elgin	166351	2	2693	54	3049
Holland Rail	974015	10	3142	270	3608
Holland Rail - Bulk	198218	2	3197	54	3671
O'Hare	1820730	19	3091	510	3570
O'Hare - Bulk	1999235	14	3614	374	3551
Libertyville	89783	1	2891	27	3325
Rockford	220277	9	1852	243	2227
Hammond:					
Wholesale Trailer - ELKHART	253161	1	8134	27	9334
Wholesale Trailer - Rensselaer-Francesville	270953	1	8740	27	10038
Wholesale Trailer - Joliet	192443	1	6268	27	7198
Wholesale Trailer - Rensselaer	356227	1	11478	27	13179
Wholesale Trailer - Kilbourn	236159	1	7294	27	8375
Wholesale Trailer - LaSalle	113414	1	3626	27	4163
Wholesale Trailer - Ottawa	112928	1	3481	27	3998
Wholesale Trailer - South Bend	197512	1	6371	27	7314
Wholesale Trailer - WARSAW	242508	1	8019	27	9241
Wholesale Trailer-Kankakee-Gilman	241503	1	7779	27	8935
Wholesale Trailer-MICHIGAN	277725	1	9604	27	11037
Wholesale Trailer - La Porte	202229	1	6520	27	7490
Hammond Branch	1.27181	8	3404	243	3910

0 0059

RECALCULATION OF SERVING MINUTES PER ROUTE DAY,
BORDEN'S O'HARE BRANCH, MARCH, 1966, WITH SERVICE
TO CUSTOMERS DETERMINED BY STIPULATION OF 3/28/66
AND INFORMATION SUPPLIED BY J. J. FERGUS

LINE NO.	SOURCE	COLUMN HEADING	1	2	3	4	5	6	7
			A & P STORES			INDEPENDENT STORES RECEIVING LIMITED SERVICE			
			TOTAL (2) + (3)	PRIVATE LABEL	BORDEN LABEL	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	TOTAL (4)+(5)+(6)
1	A	Number of Locations	86			37	3	0	40
2	A,B,C,	Deliveries/St. Day/Location	1.0			1.0	1.0		
3	A	Number of Deliveries(27 days/Mt.)	2,322			459	81		540
4	D	Type of Service	Limited-Pre-Assembled Loads						
5	E	Collection Frequency	No Collection-All Control Billing			Daily	Weekly	-	
6	H	Dollar Value Delivered	-	-	-				$14,722.75
7	H	Dollar Value/Point*							.2573
8	A,B,F	Points Delivered*	1,136,387	508,603	627,784				57,211
9	B,C,G	Points/Case*	23.4	24.8	22.3				21.9
10	8 ÷ 9	Cases Delivered	48,661	20,509	28,152				2,661
11	B,C	% of Cases Glass	22.05%	0%	39.5				37.7
12	10x11	Glass Cases Delivered	11,128	0	11,128				1,003
13	6 ÷ 3	Points/Delivery*	489.0	219.0	270.0				
14	10 ÷ 3	Cases/Delivery	21.3	8.8	12.5				
15	G,H	Variable Min./Case,All Cases	1.050	1.050	1.050				1.050
16	H	Additional Variable Min./Ea.Glass	.100	0	.100				.100
17	10x15	Variable Min.Excl.Glass	$9,483,383	21,698,573	28,784,816				2,815,338
18	12x16	Variable Min.-Glass	1,112,000	0	[illegible]				100,300
19	17+18	Total Variable Min.	$2,595,338	21,698,573	30,896,816				2,915,638
20	G	% of Variable Minutes	100.00%	41.26%	58.74%				
21	H	Fixed Min./Delivery	5.21			5.63	5.42	0	
22	3x21	Total Fixed Min.	12,097,620			2,987,370	439,080		3,426,390
23	J	% of Fixed Min.	100.00%	41.26%	58.74%				
24	22x23	Distributed Fixed Min.		4,991,470	7,106,142				
25	19+24	Total Serving Min.	64,692,958	26,650,000	38,002,958				6,351,928
26	25 ÷ 8	Serving Min./Point*	.0569	.0525	.0605				.1110

A = Recapitulation of Route Books
B = Detailed analysis of route books 3W, 12W & 18W for independent stores and non-store customers
C = Detailed analysis of deliveries to A&P stores on Routes 4W, 10W, and 19W
D = See summary of data relied on for description of delivery service received
E = Route book notations
F = Points delivered to non-A&P stores and non-store customers on routes other than 3W, 12W, and 18W projected from factors determined from detailed analysis.
G = Points/case
H = Case and Company time standards for dairy wholesale delivery functions
J = Fixed time distributed in proportion to variable time (Line 20)
* = Calculated from Line 19 for A&P stores. No calculation required for other customers not receiving private label
* = Point values determined per Page 7, "Procedure Outline - Milk Pricing"

ATTACHMENT 10

7	8	9	10	11	12	13	14	15	16	17
	INDEPENDENT STORES RECEIVING FULL SERVICE									
TOTAL (6)+(7)+(8)	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	MONTHLY COLLECTION	NON-CENTRAL BILLING	TOTAL (9)+(10)+(11)+(12)	SCHOOLS	OTHER NON STORE CUSTOMERS	TOTAL NON-STORE (14)+(15)	TOTAL-ALL CUSTOMERS (5)+(13)+(15)+(16)
30	10	9	3	2	4	67	19	22	41	234
	3.0111	1.0000	.9760	1.0000	1.0000		.76	.92		
540	1,363	363	80	80	160	1,830	831	346	1,367	6,045
9,722.31										
.2373						657,565.83				
37,311						.2370				
21.5						207,087	307,949	304,108	611,057	1,729,363
2,661						22.16	16.0	19.4		
37.7						9,378	16,031	8,573	22,604	63,184
1,003						27.1	0.1%	7.7%		
						2,560	17	442		
1,050										
.100						1,947	2,093		1,095	
15,338						.100	.100	.100		
00,300						10,210,968				
19,638						336,000	1,700	44,200	74,332,360	
						10,514,968			43.90	
									26,597,000	
96,390	10.32	9.21	9.11	9.06	9.00				7.63	
	14,066.60	3,220.970	466,500	489,240	972,000	18,341,570			10,430,210	
81,938										
.1110						36,756,536				
						.1771				

5472

A FULL SIZE COPY OF THIS TABLE IS INCLUDED IN THE A&P FILE-ATTACHMENT 1- "SUMMARY OF DISTRIBUTION OF BORDEN GENERAL SELLING AND ADMINISTRATIVE EXPENSE".

REGION 7 CHICAGO METRO FINAL EXPER
LOCATION: 7LL PAR 81
ACCOUNT 614 OFFICE EXPENSE

DETAIL

4	[illegible]-CLERICAL
7	[illegible]
[illegible]	[illegible]
11	[illegible]HOLIDAYS
13	[illegible] TRAVEL
[illegible]	[illegible]

GEOD 0

SE SUMMARY
1966

PAGE 19

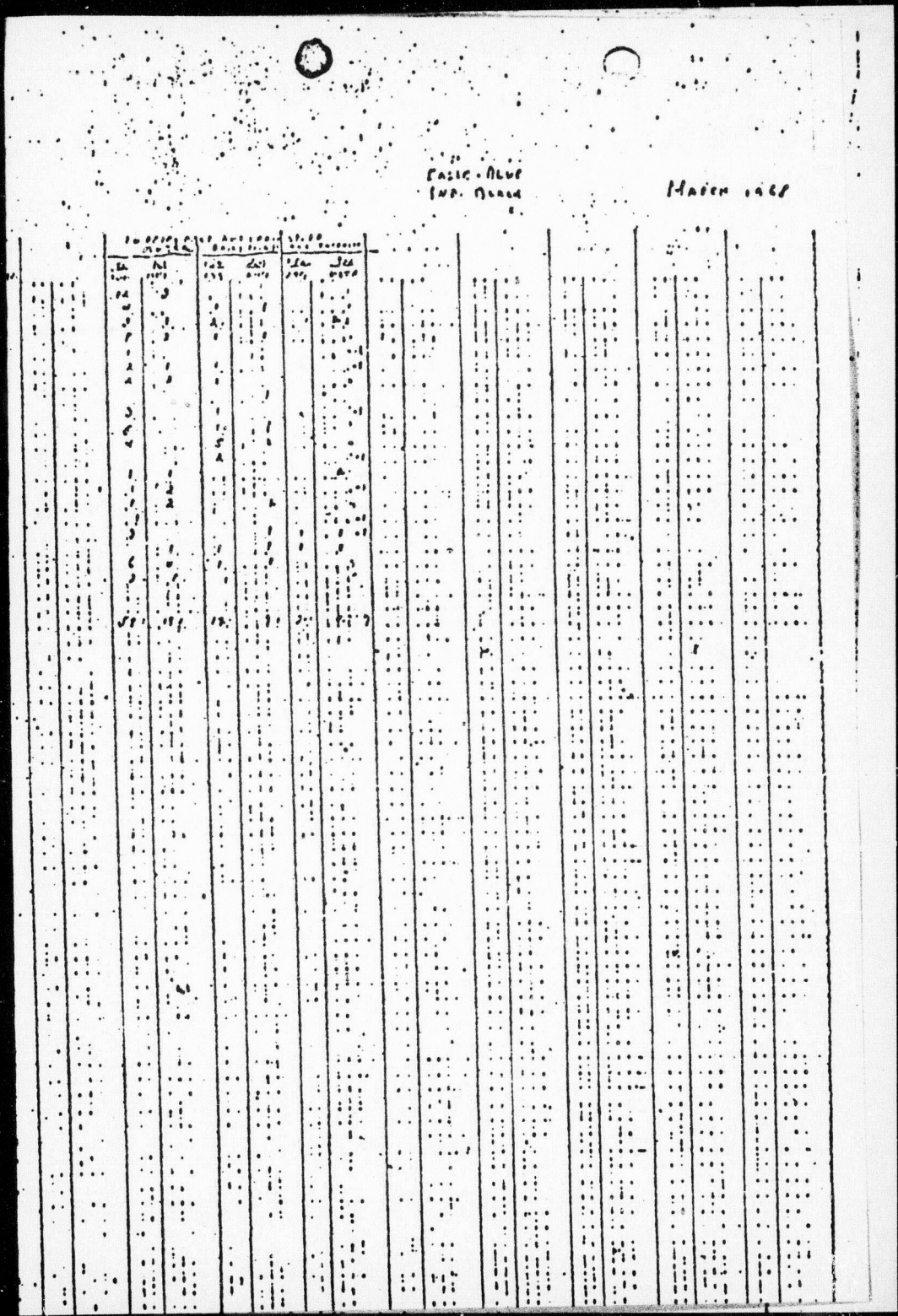
NET ACTIVITY		YEAR TO DATE	
	9,803.88		28,825.57
	450.00		1,937.18
	1,266.13		5,411.71
	265.00		2,595.00
	691.50CR		2,479.05CR
	17.25		228.43
	11,775.62		33,367.34

5473

ITEM 12

5474

O'HARE WHOLESALE


BASIC · BLUE
IND. BLACK
MARCH 1968

5475

PRODUCT WASTE - REGULAR WHOLESALE - TOTAL		$802.54(1)
Total Point Volume	1,820,720(2)	
Less: School Route Point Vol.	72,621(3)	
Non-Store Points - Regular Routes	411,057(4)	
	483,678(5)	
	26.57%(6)	
Total Distributed to Non Store Customers		213.23(7)
Total Distributed to Store Customers		589.31(8)

Sources:

(1) Item 10 - Location 723, Acct. 023, Sub Acct. 17
(2) Item 14
(3) Case & Co. Calc. of Total Cases Loaded On Reg. Wholesale Routes
(4) Case & Co. Calc. of Serving Minutes/Route Day, Col. 16
(5) (3) + (4)
(6) (5) ÷ (2) x 100
(7) (1) x (6)
(8) (1) - (7)

CALCULATION OF COST OF RETURNS

O'HARE BRANCH, MARCH 1966

Total Points Sold		1,820,720(1)
Less: Limited Service Points -		
A & P Stores	1,136,387(2)	
Independent Stores	57,211(3)	1,193,598(4)
Total Points Eligible for Return Privilege		627,122(5)
Expense for Product Waste (Location 723, Account 023, Sub Account 17)		$ 802.54(6)
Cost of Returns per Point (Points Calculated per Page 7, "Procedure Outline - Milk Pricing")		$0.0013 (7)

Sources:

(1) Item 14
(2) Case & Co. Calculation of serving minutes per route day
(3) " " " " " " " "
(4) Source (2)+(3)
(5) Source (1)-(4)
(6) Item 10 Location 723 Account 023
(7) Source (6) – (5)

5477

THE BORDEN COMPANY - CENTRAL DIVISION
POINTS SOLD BY BRANCHES AND REGIONS
STRICTLY WHOLESALE POINTS

3RD MONTH ENDING 3/31/66

BRANCHES	STRICTLY WHOLESALE POINTS	NOTES OVERRUN OR 15th OF MONTH	AVERAGE PTS. PER CALENDAR DAY	TOTAL NUMBER OF NOTES DAYS	AVERAGE PTS. PER NOTE DAY
CHICAGO METROPOLITAN REGION:					
Chicago:					
Elgin	166251	2	2693	54	3092
Holland Road	274045	10	3142	270	3608
Holland Road - Bulk	128218	2	3197	54	3671
O'Hare	1820720	17	3091	510	3570
O'Hare - Bulk	1329825	14	3064	374	3556
Libertyville	89783	1	2896	27	3325
Rockford	326277	4	1858	108	2257
CHICAGO SUB TOTAL		52			
Hammond:					
Wholesale Trailer - ELKHART	252161	1	8134	27	9339
Wholesale Trailer - ROCHESTER-FT WAYNE	270953	1	8740	27	10035
Wholesale Trailer - JOLIET	192443	1	6208	27	7128
Wholesale Trailer - RENSSELAER	355827	1	11478	27	13179
Wholesale Trailer - KALEX	226159	1	7294	27	8375
Wholesale Trailer - LASALLE	113444	1	3636	27	4163
Wholesale Trailer - OTTAWA	112928	1	3581	27	4125
Wholesale Trailer - SOUTH BEND	197512	1	6371	27	7315
Wholesale Trailer - WARSAW	247508	1	8049	27	9241
Wholesale Trailer-KANKAKEE-GILMAN	241503	1	7790	27	8945
Wholesale Trailer-MICHIGAN	277725	1	9604	27	11027
Wholesale Trailer - LA PORTE	223229	1	6524	27	7490
Hammond Total	1611451	8	2454	612	2870

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RECALCULATION OF SERVING MINUTES PER ROUTE DAY,
BORDEN'S O'HARE BRANCH, MARCH, 1966, WITH SERVICE
TO CUSTOMERS DETERMINED BY STIPULATION OF 3/28/76
AND INFORMATION SUPPLIED BY J. J. FERGUS

	COLUMN NUMBER		1	2	3	4	5	6	7
				A & P STORES		INDEPENDENT STORES RECEIVING LIMITED SERVICE			
LINE NO.	SOURCE		TOTAL (2) + (3)	PRIVATE LABEL	BORDEN LABEL	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	TOTAL (4)+(5)+(6)
1	A	Number of Locations	86			17	3	0	20
2	A,B,C,	Deliveries/Rt. Day/Location	1.0			1.0	1.0		
3	A	Number of Deliveries (27 days/Mt.)	2,322			459	81		540
4	D	Type of Service	Limited-Pre-Assembled Loads						
5	E	Collection Frequency	No Collection-All Control Billing*			Daily	Weekly	-	
6	E	Dollar Value Delivered	-	-	-				$14,722.81
7	E	Dollar Value/Point*							.2572
8	A,B,F	Points Delivered*	3,436,387	808,603	627,784				87,211
9	B,C,G	Points/Case*	23.4	24.8	22.3				23.5
10	B ÷ 9	Cases Delivered	46,661	30,309	28,158				3,661
11	B,C	% of Cases Class	32.85%	0%	39.9				37.7
12	10x11	Class Cases Delivered	11,120	0	11,120				1,003
13	B ÷ 3	Points/Delivery*	497.0	219.0	270.0				
14	10 ÷ 3	Cases/Delivery	21.3	8.8	17.5				
15	D,H	Variable Min./Case, All Cases	1.050	1.050	1.050				1.050
16	H	Additional Variable Min./Co-Class	.100	0	.100				.100
17	10x15	Variable Min./All Cases	21,403,300	21,698,522	29,784,816				2,815,338
18	12x16	Variable Min.-Class	1,112,000	0	1,112,000				100,300
19	17+18	Total Variable Min.	22,595,330	21,698,522	30,896,816				2,919,638
20	G	% of Variable Minutes	100.00%	41.26%	58.74%				-
21	H	Fixed Min./Delivery	5.21			6.53	8.43		
22	3x21	Total Fixed Min.	12,097,620			2,997,378	438,030		3,436,390
23	J	% of Fixed Min.	100.00%	41.26%	58.74%				-
24	22x23	Distributed Fixed Min.		4,991,478	7,106,142				-
25	19+24	Total Serving Min.	64,693,958	26,690,000	38,002,958				6,381,928
26	25 ÷ 8	Serving Min./Point*	.0569	.0525	.0605				.1110

A = Recapitulation of Route Books
B = Detailed analysis of route books 3W, 13W & 18W for independent stores and non-store customers
C = Detailed analysis of deliveries to A&P stores on Routes 4W, 10W, and 19W
D = See summary of data relied on for description of delivery service received
E = Route book notations
F = Points delivered to non-A&P stores and non-store customers on routes other than 3W, 13W, and 18W projected from factors determined from detailed analysis.
G = Points/Case
H = Case and Company time standards for dairy wholesale delivery functions
J = Fixed time distributed in proportion to variable time (Line 20)
* = Calculated from Line 19 for A&P stores. No calculation required for other customers not receiving private label
* = Point values determined per Page 7, "Procedure Outline - Milk Pricing"

0000.0

7	8	9	10	11	12	13	14	15	16	17
SERVICE TOTAL (4)+(5)+(6)	INDEPENDENT STORES RECEIVING FULL SERVICE: DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	MONTHLY COLLECTION	NON-CENTRAL BILLING	TOTAL (8)+(9)+(10)+(11)+(12)	SCHOOLS	OTHER NON STORE CUSTOMERS	TOTAL NON-STORE (14)+(15)	TOTAL-ALL CUSTOMERS (7)+(13)+(16)
26	50	9	2	2	4	67	39	33	61	234
	3.4811	1.0000	.0360	1.0000	1.0000		.78	.93		
540	1,368	363	50	84	288	1,030	021	946	1,367	6,849
14,727.83						$57,565.63				
.2573						.2770				
87,211						207,887	383,949	208,108	611,057	1,729,363
21.5						22.16	18.4	19.4		
3,661						9,378	16,931	8,573	23,404	83,186
37.7						37.3	0.1%	7.9%		
1,003						2,560	17	443		
1,036										
.100						1,947	2,095		2,095	
815,338						.100	.100	.100		
100,300						19,310,366			24,332,380	
913,638						316,000	1,700	44,300	45.96	
-						18,514,966			24,397,080	
	10.32	9.21	9.11	9.06	9.00	-			-	
436,390	18,000.00	3,336,030	455,500	489,240	972,000	18,241,570			7.63	
-						-			18,430,210	
-						-			-	
351,028						-			-	
.1110						26,756,536			24,543,790	142,748,313
						.4771			.0851	

5478

A FULL SIZE COPY OF THIS TABLE IS INCLUDED IN THE A&P FILE-ATTACHMENT 1- "SUMMARY OF DISTRIBUTION OF BORDEN GENERAL SELLING AND ADMINISTRATIVE EXPENSE".

DIVISION 7 CHICAGO METRO
LOCATION 725
ACCOUNT 023 DELIVERY EXP-M

FINAL E
MAR

DETAIL

3	[illegible]
5	[illegible]
7	[illegible]
9	RIG/SUP/EQUIP.INS.
10	[illegible]
11	[illegible]
12	VACATION/HOLIDAYS
14	[illegible]
15	M/T.&SUPPLIES
17	[illegible]
20	[illegible]
21	LEASE/RENTALS
22	TAXES,INS,&LIC.
25	OUTSIDE REPAIRS
26	R&M/AID PARTS
30	STATIONERY&FORMS
35	TELEPHONE
36	TRAVEL EXPENSE
45	[illegible]
50	OTHER EXPENSES

4900 0

KPENSE SUMMARY
21, 1966

PAGE J6 DEC 20 1972

NET ACTIVITY	YEAR TO DATE
14,488.10	44,599.06
14,075.00	43,112.00
1,915.00	3,770.00
981.22	2,942.00
28.34	91.46
2,491.66	8,041.74
2,695.00	8,094.00
276.00	828.00
541.89	1,025.43
[illegible]	3,031.65
[illegible]	741.00
330.00	1,050.00
361.00	1,033.00
21.21	104.44
92.14	130.36
22.19	129.29
402.18	1,251.03
317.15	1,102.41
745.00	1,777.94
1,539.15	4,329.54
$ 43,116.81	$ 131,112.84

5479

Attachment 6

BRANCH SELLING EXPENSE - TOTAL	$4,171.51(1)

BRANCH SALES SUPPORT

Item 10 Location 723, Account 023

Sub Account 004 Salaries, Salesmen	$1,915.00
Fringe Benefits - 19.42% Line 11 of Case & Co. Calculation of Total Delivery Expense	371.87
Sub Account 36 Travel Expenses	317.15
Sub Account 50 Other Expenses	1,539.15
Total Selling	$4,171.51
Total Independent Store Points, per analysis of route books	265,018
Selling cost per independent store point = $\frac{\$4,171.51}{265,018}$	$0.0157

REGION 7 CHICAGO METRO
LOCATION 723
ACCOUNT 623 DELIVERY EXP-M

FINAL EXPEN
MAR 31,

DETAIL

2	WAGES-ROUTEMEN
3	COMMISSIONS
4	[illegible]
7	MISCELLANEOUS P.INS.
8	WELFARE-PENSIONS
9	WELFARE-UNION
10	VACATIONS
11	WORKERS COMP.
16	MAT.&SUPPLIES
17	REPAIR PARTS
20	DEPRECIATION
21	LEASEPAYMENTS
22	TAXES,INS,LIC.
25	OUTSIDE REPAIRS
33	REPAIR PARTS
34	STATIONERY&FORMS
35	TELEPHONE
37	TRAVEL EXPENSE
41	LIGHT POWER
50	OTHER EXPENSES

.5482

#000 0

GE SUMMARY
1966

PAGE 16 DEC 20 1972

NET ACTIVITY	YEAR TO DATE
14,409.10	44,599.00
11,275.00	40,112.00
1,215.00	3,745.00
981.22	2,942.00
23.34	91.46
2,491.60	8,941.71
2,392.00	8,384.00
276.00	828.00
541.09	1,725.42
932.94	3,091.45
247.00	741.00
350.00	1,050.00
361.00	1,083.00
21.21	134.44
22.14	130.16
22.19	139.29
402.16	1,251.03
317.15	1,118.11
745.30	1,777.94
1,539.15	4,529.94
43,116.51	136,117.24

Attachment 7

BORDEN BRAND ADVERTISING EXPENSE:

Borden Brand Points-A&P Stores	627784(1)	
Borden Brand Points-Ind. Stores	265018(2)	
Total Borden Brand Points	892802(3)	
Advertising Expense/Borden Brand Point	.0007(4)	
(3)x(4) Borden Brand Advertising Expense		$624.96(5)

Source:

(1) Case & Co. Calc. of Serving Minutes Per Route Day, Col. 3
(2) Same as (1) above but Col. 7 + Col. 13 for all Independent stores
(3) (1 + 2)
(4) Advertising expense Borden Brand Point
(5) " " " " Total Dollars

5484

CALCULATION OF ADVERTISING EXPENSE PER POINT

SOURCE ITEM			
13 line 67	Total Wholesale Points on Wholesale Routes		4,809,934 (1)
	Less:		
14-3/66	Bulk Wholesale Holland Rd.	198,218	
14-3/66	Bulk Wholesale O'Hare	1,329,835	
	Total Bulk Wholesale		1,528,053 (2)
	Regular Wholesale (1) - (2)		3,281,881 (3)
	% Determination of % of Non-Store Points to Regular Wholesale		
14-3/66	O'Hare Wholesale Total Points		1,820,720 (4)
Case & Co. Analysis O'Hare Volume 3/66	School Routes, School Points	72,621	
	Store " " "	302,949	
	" " , Other Non-Store Points	108,108	
	Total Non-Store Points on Regular Wholesale		483,678 (5)
	% Total Non-Store Points of Regular Wholesale (5) ÷ (4)		26.57% (6)
	Store Points of Regular Wholesale		2,798,203 (6a)
	Summary of Total Points Not Affected by Borden Advertising		
	(3) x (6) Non-Store Point Share of Regular Wholesale		871,996 (7)
	(2) Total Bulk Wholesale		1,528,053 (2)
13 line 70	All Other Platform & Counter		1,371,972 (8)
	Total (7)+(2)+(8) Exclusive of Private Label		3,772,021 (9)
	Summary of Private Label Points		
Case & Co. Analysis O'Hare Vol.-3/66	A&P Private Label Points		508,603 (10)
	A&P Borden Label Points		809,402 (11)
	Total Store Points (10)+(11)		1,318,005 (12)
	% Total Private Label of Regular Wholesale (10) ÷ (12)		38.58% (13)
	(6a) x (13) Calculated A&P Private Label Share of Regular Wholesale		1,079,547 (14)
(9)+(14)	Total Points Not Affected by Borden Advertising		4,851,568 (15)
13 line 72	Total Wholesale Points (Chicago Alone)		11,736,316 (16)
	(16)-(15) Points Affected by Borden Advertising		6,884,748 (17)
11 line 21	Annual Average Advertising Per Point		0.0004 (18)
(17x(18) (19)	Estimated Annual Advertising Expenditure		$4,694.53 (19)
(19) (17)	Calculated Advertising Per Borden Label Point		0.0007 (20)

0 0006

5485

		THIS YEAR	LAST YEAR	INCR. OR DECR.
	WHOLE MILK			
1	Home Delivery Brands	Quarts		
2	Home Delivery Brands & PL	"		
3	Cut Rate Milk	"		
4	Case-Lots Milk	"		
5	Specialty Milk	"		
6	Concentrated Milk	"		
7		Quarts		
10	TOTAL WHOLE MILK			
	LOW FAT MILK			
9	Low Fat—Primary Brands	Quarts		
10	Low Fat—Second Brands & PL	"		
11	Lactose	"		
12				
121	TOTAL LOW FAT MILK			
	SKIM MILK			
14	Skim Milk	Quarts		
15	Cut Rate Skim	"		
16	Buttermilk	"		
17				
18	TOTAL SKIM MILK			
	FLAVORED MILK DRINKS			
19	Chocolate Milk	Quarts		
20	Chocolate Drink	"		
21	Other Flavored Milk Drinks	"		
22	TOTAL FLAVORED MILK DRINKS			
23	GRAND TOTAL ALL MILK			
	CREAMS			
24	Heavy	½ Pints		
25	Light	"		
26	Half & Half	"		
27	Evaluated Milk	"		
28	Sour Cream & Sour Half & Half	"		
29	Dips	"		
30	Promotional Creams	Cans		
31	Imitation Creams	½ Pints		
331	TOTAL ALL CREAMS			
	COTTAGE CHEESE			
33	Primary Brands	Pounds		
34	Secondary & Private Labels	"		
35	Bulk	"		
36				
37	TOTAL COTTAGE CHEESE			
	ASEPTICALLY CANNED PRODUCTS			
38	Dairy Diet	Quarts		
39	Eggnog	½ Pints		
40				
41				
42	TOTAL ASEPTIC PRODUCTS			
	FRUIT BEVERAGES			
43	Fruit Juice	Quarts		
44	Juice Drinks	"		
45	Drinks	"		
46				
471	TOTAL FRUIT BEVERAGES			
	MISCELLANEOUS			
48	Refrigerated Eggnog	½ Pints		
49	Butter	Pounds		
50	Margarine	"		
51	Eggs	Dozen		
52	Cream Cheese	3 oz.		
53	Yogurt	½ Pints		
54	Ice Cream Mix	Quarts		
55	Ice Cream Sold as Such	Quarts		
56	Misc. Items (Specify)	Points		
57				
58	All Other Items (Specify)	Points		
591	TOTAL MISCELLANEOUS			
60				
61	ADJUSTMENTS	Points		
62				
63	GRAND TOTAL ALL PRODUCTS	Points		

		THIS YEAR	LAST YEAR	INCR. OR DECR.
	WHOLE MILK			
1	Home Delivery Brands	Quarts		
2	Home Delivery Brands & PL	"		
3	Cut Rate Milk	"		
4	Case-Lots Milk	"		
5	Specialty Milk	"		
6	Concentrated Milk	"		
7		Quarts		
10	TOTAL WHOLE MILK			
	LOW FAT MILK			
9	Low Fat—Primary Brands	Quarts		
10	Low Fat—Second Brands & PL	"		
11	Lactose	"		
12				
121	TOTAL LOW FAT MILK			
	SKIM MILK			
14	Skim Milk	Quarts		
15	Cut Rate Skim	"		
16	Buttermilk	"		
17				
18	TOTAL SKIM MILK			
	FLAVORED MILK DRINKS			
19	Chocolate Milk	Quarts		
20	Chocolate Drink	"		
21	Other Flavored Milk Drinks	"		
22	TOTAL FLAVORED MILK DRINKS			
23	GRAND TOTAL ALL MILK			
	CREAMS			
24	Heavy	½ Pints		
25	Light	"		
26	Half & Half	"		
27	Evaluated Milk	"		
28	Sour Cream & Sour Half & Half	"		
29	Dips	"		
30	Promotional Creams	Cans		
31	Imitation Creams	½ Pints		
331	TOTAL ALL CREAMS			
	COTTAGE CHEESE			
33	Primary Brands	Pounds		
34	Secondary & Private Labels	"		
35	Bulk	"		
36				
37	TOTAL COTTAGE CHEESE			
	ASEPTICALLY CANNED PRODUCTS			
38	Dairy Diet	Quarts		
39	Eggnog	½ Pints		
40				
41				
42	TOTAL ASEPTIC PRODUCTS			
	FRUIT BEVERAGES			
43	Fruit Juice	Quarts		
44	Juice Drinks	"		
45	Drinks	"		
46				
471	TOTAL FRUIT BEVERAGES			
	MISCELLANEOUS			
48	Refrigerated Eggnog	½ Pints		
49	Butter	Pounds		
50	Margarine	"		
51	Eggs	Dozen		
52	Cream Cheese	3 oz.		
53	Yogurt	½ Pints		
54	Ice Cream Mix	Quarts		
55	Ice Cream Sold as Such	Quarts		
56	Misc. Items (Specify)	Points		
57				
58	All Other Items (Specify)	Points		
591	TOTAL MISCELLANEOUS			
60				
61	ADJUSTMENTS	Points		
62				
63	GRAND TOTAL ALL PRODUCTS	Points		

TOTAL ROUTE-D... LINES 173 AND ...	RETAIL	
	THIS YEAR	LAST YEAR
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
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21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
31		

	WHOLESALE	
	THIS YEAR	LAST YEAR
1		
2		
3		
4		
5		
6		
7		
8		
9		
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27		
28		
29		
30		
31		

2700

DETAIL OF ALL REGULAR ITEMS SOLD	MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCR. OR DECR.	THIS YEAR	LAST YEAR	INCR. OR DECR.
64 DISTRICT TOTAL						
65 Wholesale						
66 Wholesale to Retail Points						
67 Wholesale to Wholesale Brands						
68 Wholesale Brands						
69 Wholesale Private Brands						
70 All Other Products & Services						
71 TOTAL WHOLESALE						
72 Retail TOTAL (Page 2)						

73	TOTAL NUMBER OF RETAIL STOPS	Points			
74	AVERAGE NO. MILES O...				
75	NO. MILES PER HOUR	Points			
77	OPERATING DAYS	Points			
78	ROUTES ONE MAN OR MORE	Points			

AVERAGE NUMBER OF CUSTOMERS PER STOP PER CUSTOMER (THIS MONTH ONLY)	
RETAIL	
WHOLESALE	

DAYS WORKED
24-27

REMARKS

0 0787

ITEM 14

THE BORDEN COMPANY - CENTRAL DIVISION
POINTS SOLD BY BRANCHES AND REGIONS
STRICTLY WHOLESALE POINTS

5486

DEC 20 1972

3RD MONTH PERIOD ENDING 3/31/66

BRANCHES	STRICTLY WHOLESALE POINTS	ROUTES OPERATED ON 15TH OF MONTH	AVERAGE PTS. PER CALENDAR DAY	TOTAL NUMBER OF ROUTE DAYS	AVERAGE PTS. PER ROUTE DAY
CHICAGO METROPOLITAN REGION:					
Chicago:					
Elgin	116451	2	2693	54	3093
Holland Road	974045	10	31442	270	3608
Holland Road - Bulk	198218	2	3197	54	3671
O'Hare	1830720	19	3091	510	3570
O'Hare - Bulk	1229825	14	3064	374	3556
Libertyville	89783	1	2896	27	3325
Rockford	320377	4	1358	113	2227
Hammond:					
Wholesale Trailer - ELKHART IND.	253161	1	8134	27	9339
Wholesale Trailer - ROCHESTER-FT WAYNE ILL	270953	1	8740	27	10035
Wholesale Trailer - JOLIET ILL	192443	1	6208	27	7128
Wholesale Trailer - RENSSELAER ILL	355827	1	11478	27	13179
Wholesale Trailer - KILOX (Rowell) ILL.	226159	1	7294	27	8375
Wholesale Trailer - LASALLE ILL	113414	1	3626	27	4163
Wholesale Trailer - OTTAWA ILL	115928	1	3738	27	4294
Wholesale Trailer - SOUTH BEND IND	197512	1	6371	27	7315
Wholesale Trailer - WARSAW IND	242508	1	8049	27	9241
Wholesale Trailer - KANKAKEE-GILMAN ILL	241503	1	7790	27	8945
Wholesale Trailer - MICHIGAN CITY IND	297725	1	9604	27	11027
Wholesale Trailer - LA PORTE IND.	202329	1	6524	27	7490
Hammond Branch	6424951	8	24854	912	28701
SUB TOTAL: IND. TRAILER PTS	1,191,350				
ILL. " "	2,618,197				
TOTAL HAMMOND WHOLESALE	3312033	+ HAMMOND RETAIL AND PARKING			

RECALCULATION OF SERVING MINUTES PER ROUTE DAY,
BORDEN'S O'HARE BRANCH, MARCH, 1966, WITH SERVICE
TO CUSTOMERS DETERMINED BY STIPULATION OF 2/28/66
AND INFORMATION SUPPLIED BY J. J. BERGLER

Line	Source		1	2	3	4	5	6	7
			A & P STORES			INDEPENDENT STORES RECEIVING LIMITED SERVICE			
			TOTAL (2) + (3)	PRIVATE LABEL	BORDEN LABEL	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	TOTAL (4)+(5)+(6)
1	A	Number of Locations	66			37	3	0	40
2	A,B,C,	Deliveries/Rt. Day/Location	1.0			1.0	1.0		
3	A	Number of Deliveries(27 days/Rt.)	2,322			459	81		540
4	D	Type of Service	Limited-Pre-Assembled Loads						
5	E	Collection Frequency	No Collection-All Central Billing			Daily	Weekly	-	
6	E	Dollar Value Delivered	-	-	-				$14,722.28
7	E	Dollar Value/Point*							.2373
8	A,B,F	Points Delivered*	1,136,387	508,603	627,784				97,211
9	B,C,G	Points/Case*	23.4	24.8	22.3				21.8
10	8 ÷ 9	Cases Delivered	48,661	20,509	28,153				3,661
11	B,C	% of Cases Glass	22.05%	0%	39.5				33.7
12	10x11	Glass Cases Delivered	11,128	0	11,128				1,008
13	8 ÷ 3	Points/Delivery*	497.0	219.0	270.8				
14	10 ÷ 3	Cases/Delivery	21.3	8.8	12.3				
15	D,H	Variable Min./Case,All Cases	1.050	1.050	1.050				1.050
16	H	Additional Variable Min./Ea-Glass	.100	0	.100				.100
17	10x15	Variable Min.Incl.Glass	51,481,300	21,698,522	29,784,816				3,815,330
18	12x16	Variable Min.-Glass	1,112,000	0	1,112,000				100,300
19	17+18	Total Variable Min.	52,595,330	21,698,522	30,896,816				3,915,630
20	G	% of Variable Minutes	100.00%	41.26%	58.74%				-
21	H	Fixed Min./Delivery	5.21			6.93	8.42	0	
22	3x21	Total Fixed Min.	12,097.620			2,997.120	681.000		3,436.390
23	J	% of Fixed Min.	100.00%	41.26%	58.74%				-
24	22x23	Distributed Fixed Min.		4,991.478	7,106.142				-
25	19+24	Total Service Min.	64,692.958	26,690,000	38,003.958				6,351.928
26	25 ÷ 8	Serving Min./Point*	.0569	.0525	.0605				.1110

A - Recapitulation of Route Books
B - Detailed analysis of route books 3W, 12W & 18W for independent stores and non-store customers
C - Detailed analysis of deliveries to A&P stores on Routes 4W, 10W, and 19W
D - See summary of data relied on for description of delivery service received
E - Route book notations
F - Points delivered to non-A&P stores and non-store customers on routes other than 3W, 12W, and 18W projected from factors determined from detailed analysis.
G - Points/Case
H - Case and Company time standards for dairy wholesale delivery function
J - Fixed time distributed in proportion to variable time (Line 20)
* - Calculated from Line 19 for A&P stores. No calculation required for other customers not receiving private label
* - Point values determined per Page 7, "Procedure Outline - Milk Pricing"

7	8	9	10	11	12	13	14	15	16	17
ER SERVICE	INDEPENDENT STORES RECEIVING FUEL SERVICE									
TOTAL (4)+(5)+(6)	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	MONTHLY COLLECTION	NON-CENTRAL BILLING	TOTAL (8)+(9)+(10)+(11)+(12)	SCHOOLS	OTHER NON STORE CUSTOMERS	TOTAL NON-STORE (14)+(15)	TOTAL-ALL CUSTOMERS (13)+(7)+(15)+(7)
20	50	9	2	2	4	67	39	22	61	334
340	2.0111 1,368	1.0000 343	.9760 80	1.0000 84	1.0000 340	1,030	.78 621	.92 946	1,567	6,049
$14,722.25						$57,565.69				
.7573						.2770				
57,711						207,007	303,949	108,108	411,057	1,729,362
21.8						22.16	18.8	19.4		
2,661						9,370	16,031	5,573	27,604	83,104
37.7						27.3	0.1%	7.9%		
1,003						2,560	17	442		
2.018						1.947	2.000		1.995	
.100						.100	.100	.100		
2,013.330						10,258.956				
100.300						256.000	1.700	44.200	34,533.300	
2,913.630						38,514.960			45.90	
-						-			34,597.000	
3,436.290	10.32 14,068.80	9.21 2,830.830	9.11 435.500	9.06 469.240	9.09 872.000	18,341.570			7.63 10,430.210	
-						-			-	
-						-			-	
6,351.920						36,756.536			34,543.790	143,749.313
.1110						.1771			.0811	

5487

A FULL SIZE COPY OF THIS TABLE IS INCLUDED IN THE A&P FILE-ATTACHMENT 1- "SUMMARY OF DISTRIBUTION OF BORDEN GENERAL SELLING AND ADMINISTRATIVE EXPENSE".

ES VOLUME	15,299,486	5488	36,699,065		1,399,561-		
	AMOUNT	PER UNIT	AMOUNT	PER UNIT	AMOUNT	PER UNIT	MKD
SALES VALUE	2,967,325	.1939	3,166,583	.1696	199,259-	.0043	
ST OF PRODUCTS SOLD	2,100,247	.1373	2,600,876	.1432	300,629-	.0065-	
SS PROFIT ON SALES	867,078	.0566	765,707	.0458	101,371	.0108	
ERTISING EXPENSE	110,820-	.0072-	113,710-	.0068-	2,840	.0006-	
DIT & COLLECTION	320,363	.0209	15,205	.0010	304,478	.0199	
IGHT EXPENSE	16,524	.0011	17,238	.0010	660-	.0001	
EREST EXPENSE	508,930	.0333	497,649	.0298	11,287	.0036	
NCH SERVICE EXPENSE							
INISTRATIVE EXPENSE	11,219	.0007	67,592	.0040	56,373-	.0033-	
TOTAL EXPENSES	766,256	.0608	484,662	.0290	281,572	.0198	
TAL PROFIT BEFOR TAXES	120,844	.0078	281,045	.0168	160,201-	.0090-	
ME INC. & DEDUCTIONS	18,235	.0012	2,266	.0001	15,971	.0013	
COME BEFORE TAX	139,079	.0090	283,309	.0169	144,230-	.0079-	
ERAL INCOME TAX	63,976	.0041	130,322	.0078	66,346-	.0037-	
E FROM TRADING (PLUS)	75,103	.0049	152,987	.0091	77,884-	.0042-	

YEAR TO DATE

OBJEC

ALES VOLUME	180,397,570		190,953,817		10,556,247-		
SALES VALUE	34,909,466	.1935	35,358,538	.1652	449,072-	.0083	
OST OF PRODUCTS SOLD	26,689,491	.1479	27,244,872	.1427	555,381-	.0052	
ROSS PROFIT ON SALES	8,219,975	.0456	8,113,666	.0425	106,309	.0031	
DVERTISING EXPENSE	100,155-	.0006	76,105	.0004	24,049	.0002	
REDIT & COLLECTION	430,507	.0024	45,365	.0002	385,142	.0022	
FREIGHT EXPENSE	187,252	.0010	141,705	.0007	45,547	.0003	
INTEREST EXPENSE	6,660,065	.0369	7,547,526	.0395	887,461-	.0026-	
PAYROLL SERVICE EXPENSE							
ADMINISTRATIVE EXPENSE	220,844	.0012	341,713	.0018	120,869-	.0006-	
TOTAL EXPENSES	7,598,823	.0421	8,152,415	.0426	553,592-	.0005-	
TOTAL PROFIT BEFORE TAXES	621,152	.0035	38,749-	.0001-	659,901	.0036	
OTHER INC. & DEDUCTIONS	21,202-	.0001-	33,224-	.0002-	11,922	.0001	
INCOME BEFORE TAX	599,950	.0034	71,973-	.0003-	671,923	.0037	
FEDERAL INCOME TAX	275,931	.0016	33,105-	.0001-	309,036	.0017	
INCOME FROM TRADING (PLUS)	323,919	.0018	38,865-	.0002-	362,784	.0020	

MEMO — MONTH

FIELD STATISTICS	THIS YEAR		LAST YEAR		INCR. (DECR)		OBJ
RAW MATERIAL & PACKG.	1,584,331	.1079	1,612,580	.1059	28,249-	.0021	
SALARIES & CONT. EXP.	191,880	.0131	260,972	.0171	69,083-	.0040	
DEPRECIATION EXPENSE	168,361	.0115	219,191	.0144	50,830-	.0029-	
VARIABLE COSTS	101,622	.0069	126,249	.0074	22,612-	.0043	
GROSS VOLUME	16,885,363		15,265,874		560,511-		

MEMO — YEAR TO DATE

OBJEC

RAW MATERIAL & PACKG.	15,101,110	.1062	17,733,235	.0999	367,375	.0063	
SALARIES & CONT. EXP.	2,553,479	.0180	2,895,270	.0163	341,895-	.0013-	
DEPRECIATION EXPENSE	2,582,618	.0182	2,455,853	.0138	126,165	.0016	
VARIABLE COSTS	1,306,431	.0080	1,238,015	.0081	68,416	.0001-	
GROSS VOLUME	170,385,644		177,565,940		7,180,496-		

LOCATION ...CONSOL-CHICAGO REGION...19

MONTH ...DECEMBER 1967...

COMMODITY ...MILK... 171 19

2

0 0670

LOCATION ...CONSOL-CHICAGO-RE

MONTH ...DECEMBER 1967...

COMMODITY ...MILK...

BORDEN BRAND MERCHANDISING EXPENSE:

Borden Brand Points, Ind. Stores	265,018(1)
Merchandising Expense/Borden Brand Point	.0110(2)
Borden Brand Merchandising Expense	2,915.20(3)

Source:

(1) See (2) attachment 7
(2) Case & Co. Calc. Serving Min/Point For Independent Stores Receiving Limited Service
(3) (1) x (2)

CALCULATION OF MERCHANDISING EXPENSE PER POINT

SOURCE ITEM #			
10-730-032 Merchandising			$3,965.00
Analysis of O'Hare Branch Regular Wholesale, Points			
14 3/66 O'Hare Wholesale, Total Points			1,820,720
Less:			
Case & Co. Analysis O'Hare Volume 3/66	School Routes, School Points	72,621	
	Store " " "	302,949	
	Store " , Other Non-Store Points	108,108	
	A&P, Private Label Points	489,783	
	A&P, Borden " "	646,604	
Total Points not Requiring any Merchandising Support			1,620,065
Regular Wholesale Points Rec. Merchandise Support			200,655
% " " " $\frac{200,655}{1,820,720}$ =			11%
13 line 67 Total Wholesale Points on Wholesale Routes			4,809,934
Less:			
14-3/66 Bulk Wholesale Holland Rd.		198,218	
14-3/66 " " O'Hare		1,329,835	1,528,053
Regular Wholesale Points			3,281,881
11% " " " that Receive Merchandise Support			361,007
Merchandising Expense Per Point $\frac{\$3,965.00}{361,007}$ =			$0.0110

REGION: T. CHICAGO METRO
LOCATION: 730
ACCOUNT 952 MERCHANDISING-M

FINAL EXPE
MAR 31

DETAIL

5	WAGES-OTHERS
7	FIC/AUDITING.INS.
11	[illegible]
36	TRAVEL EXPENSE
999	TRANS TO BUDGET
901	TELEPHONE
956	STORE DECORATE
964	MERCH CARDBOARD
967	MERCH GIVE AWAY
969	PRODUCT SAMPLE
974	MISC MERCH EXP

0 00-3

NSE SUMMARY
,1966

CONFIDENTIAL

DEC 20 1972

NET ACTIVITY	YEAR TO DATE
103.30	990.66
125.00	375.00
20.00	75.00
3.04	58.04
1,031.46CR	3,200.67CR
3,965.00	11,254.00
74.35	83.15
	230.00
586.25	1,427.67
3.34	8.34
25.30	58.29
3,965.00 *	11,254.00 *

5491

.14

5492

THE BORDEN COMPANY - CENTRAL DIVISION
POINTS SOLD BY BRANCHES AND REGIONS
STRICTLY WHOLESALE POINTS

3RD MONTH ENDING 3/31/66

BRANCHES	STRICTLY WHOLESALE POINTS	ROUTES OPERATED ON 1ST OF MONTH	AVERAGE PTS. PER COLLECTION DAY	TOTAL NUMBER OF ROUTE DAYS	AVERAGE PTS. PER ROUTE DAY
CHICAGO METROPOLITAN REGION:					
Chicago:					
Elgin	166751	2	2693	54	3092
Holland Road	974045	10	3142	270	3608
Holland Road - Bulk	198218	2	3197	54	3671
O'Hare	1820720	12	3091	510	3570
O'Hare - Bulk	1227825	14	3064	374	3556
Libertyville	89783	1	2876	27	3325
Rockford	230377	4	1952	103	2237
Hammond:					
Wholesale Trailer - ELKHART	253161	1	8134	27	9339
Wholesale Trailer - RENSSELAER-FT WAYNE	270953	1	8740	27	10035
Wholesale Trailer - JOLIET	192443	1	6208	27	7128
Wholesale Trailer - RENSSELAER	356827	1	11478	27	13177
Wholesale Trailer - KOKO	226159	1	7294	27	8375
Wholesale Trailer - LASALLE	112414	1	3626	27	4163
Wholesale Trailer - OTTAWA	112928	1	3536	27	4061
Wholesale Trailer - SOUTH BEND	197512	1	6371	27	7315
Wholesale Trailer - WARSAW	241508	1	8049	27	9241
Wholesale Trailer-KANKAKEE-GILMAN	241503	1	7770	27	8745
Wholesale Trailer-MICHIGAN	297725	1	9604	27	11027
Wholesale Trailer - LA PORTE	202329	1	6524	27	7490
Hammond Bulk	624981	8	24154	412	2870

0 0078

5493

	PRODUCT	UNIT	THIS YEAR	LAST YEAR	INCR. (DECR.)	THIS YEAR	LAST YEAR	INCR. (DECR.)
	WHOLE MILK							
1	Home Delivery Brands	Quarts						
2	Home Delivery Second Brands & PL	"						
3	Out Store Milk	"						
4	Consumer Milk	"						
5	Specialty Milk	"						
6	Commercial Milk	"						
7		Pt. Quarts						
8	TOTAL WHOLE MILK							
	LOW FAT MILK							
9	Low Fat-Primary Brands	Quarts						
10	Low Fat-Second Brands & PL	"						
11	Skim	"						
12								
13	TOTAL LOW FAT MILK							
	SKIM MILK							
14	Skim Milk	Quarts						
15	Gal Bottle Skim	"						
16	Buttermilk	"						
17								
18	TOTAL SKIM MILK							
	FLAVORED MILK DRINKS							
19	Chocolate Milk	Quarts						
20	Chocolate Drink	"						
21	Other Flavored Milk Drinks	"						
22	TOTAL FLAVORED MILK DRINKS							
23	GRAND TOTAL ALL MILK							
	CREAMS							
24	Heavy	½ Pints						
25	Light	"						
26	Half & Half	"						
27	Packed Milk	"						
28	Sour Cream & Sour Half & Half	"						
29	Dips	"						
30	Specialized Creams	Cans						
31	Whipping Creams	½ Pints						
32	TOTAL ALL CREAMS							
	COTTAGE CHEESE							
33	Primary Brands	Pounds						
34	Secondary & Private Labels	"						
35	Bulk	"						
36								
37	TOTAL COTTAGE CHEESE							
	ASEPTICALLY CANNED PRODUCTS							
38	Dairy Dish	Quarts						
39	Eggnog	½ Pints						
40								
41								
42	TOTAL ASEPTIC PRODUCTS							
	FRUIT BEVERAGES							
43	Fruit Juice	Quarts						
44	Juice Drinks	"						
45	Drinks	"						
46								
47	TOTAL FRUIT BEVERAGES							
	MISCELLANEOUS							
48	Refrigerated Foods	½ Pints						
49	Butter	Pounds						
50	Margarine	"						
51	Eggs	Dozen						
52	Cream Cheese	3 oz.						
53	Yogurt	½ Pints						
54	Ice Cream Mix	Quarts						
55	Ice Cream Sold on Sales Routes	Quarts						
56	Miscellaneous (Specify)	Pints						
57								
58	All Other Items (Specify)	Pints						
59	TOTAL MISCELLANEOUS							
60								
61	ADJUSTMENTS	Pints						
62								
63	GRAND TOTAL ALL PRODUCTS	Pints						

TOTAL ROUTE-DAYS LINES 73 AND 74

	RETAIL	
	This Year	Last Year
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
31		

	WHOLESALE	
	This Year	Last Year
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		
26		
27		
28		
29		
30		
31		

27

SOURCE OF ALL DAIRY PRODUCTS SOLD	MONTH				YEAR TO DATE			
	This Year	Last Year	Incr. (Decr.)	% Incr. (Decr.)	This Year	Last Year	Incr. (Decr.)	% Incr. (Decr.)
SALES TO STORE								
64 Wholesale to Food Stores								
65 Wholesale to Wholesale Dist. or Jobbers								
66 Vendor-Owned Stores								
67 Vendor-Private Stores								
68 All Other Business to Stores								
69 TOTAL WHOLESALE								
70 GRAND TOTAL (Lines 64 thru 69)								

71	TOTAL NUMBER OF ROUTE DAYS	Retail				
72	AVERAGE NO. MILES OF ROUTE	Wholesale				
73	GALLONS PER ROUTE-DAY	Retail				
74		Wholesale				
75	MILEAGE	One Way Miles				

AVERAGE NUMBER OF DELIVERIES PER STOP PER CUSTOMER (THIS MONTH ONLY)

RETAIL _____

WHOLESALE _____

EAST MARLO

REMARKS

0 0075

5494

RECALCULATION OF SERVING MINUTES PER ROUTE DAY,
BORDEN'S O'HARE BRANCH, MARCH, 1966, WITH SERVICE
TO CUSTOMERS DETERMINED BY STIPULATION OF 3/28/66
AND INFORMATION SUPPLIED BY J. J. FLAGLER

	COLUMN HEADING	1	2	3	4	5	6	7
			A & P STORES		INDEPENDENT STORES RECEIVING LIMITED SERVICE			
LINE	SYMBOL	TOTAL (2) + (3)	PRIVATE LABEL	BORDEN LABEL	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	TOTAL (4)+(5)+(6)
1	A	Number of Locations	86			17	3	0	20
2	A,B,C,	Deliveries Pt. Day/Location	1.0			1.0	1.0		
3	A	Number of Deliveries (27 days/Yr.)	2,322			459	81		540
4	D	Type of Service	Limited-Pre-Assembled Loads						
5	E	Collection Frequency	No Collection-All Central Billing			Daily	Weekly	-	
6	H	Dollar Value Delivered	-	-	-				$14,722.86
7	D	Dollar Value/Point*							.2573
8	A,B,F	Points Delivered*	1,136,387	508,603	627,784				57,211
9	B,C,G	Points/Case*	33.4	24.8	32.3				31.9
10	8 ÷ 9	Cases Delivered	40,661	20,509	20,152				3,661
11	B,C	% of Cases Glass	32.05%	0%	39.5				37.7
12	10x11	Glass Cases Delivered	11,120	0	11,120				1,003
13	8 ÷ 3	Points/Delivery*	497.8	219.0	270.8				
14	10 ÷ 3	Cases/Delivery	21.3	8.8	12.4				
15	D,H	Variable Min./Case, All Cases	1.058	1.058	1.058				1.058
16	H	Additional Variable Min./Ea Glass	.100	0	.100				.100
17	10x15	Variable Min./Ea.Glass	31,401,300	31,698,522	39,784,816				2,815,338
18	12x16	Variable Min.-Glass	1,112,000	0	1,112,000				100,300
19	17+18	Total Variable Min.	32,595,330	31,698,522	30,896,816				2,915,638
20	G	% of Variable Minutes	100.00%	41.76%	58.74%				-
21	H	Fixed Min./Delivery	5.21			6.90	8.43	0	
22	3x21	Total Fixed Min.	12,097.620			3,197.310	683.670		3,436.290
23	J	% of Fixed Min.	100.00%	41.76%	58.74%				-
24	22x23	Distributed Fixed Min.		4,991.478	7,106.142				-
25	19+24	Total Serving Min.	44,692.950	36,690.000	38,002.950				6,351.928
26	25 ÷ 8	Serving Min./Point*	.0569	.0525	.0688				.1110

A = Recapitulation of Route Books
B = Detailed analysis of route books 2W, 13W & 18W for independent stores and non-store customers
C = Detailed analysis of deliveries to A&P stores on Routes 4W, 18W, and 19W
D = See summary of data relied on for description of delivery service received
E = Route book notations
F = Points delivered to non-A&P stores and non-store customers on routes other than 2W, 13W, and 18W projected from footers determined from detailed analysis.
G = Points/Case
H = Case and Company time standards for dairy wholesale delivery functions
J = Fixed time distributed in proportion to variable time (Line 20)
Q = Calculated from Line 19 for A&P stores. No calculation required for other customers not receiving private label
* = Point values determined per Page 7, "Procedure Outline - Milk Pricing"

7	8	9	10	11	12	13	14	15	16	17
	INDEPENDENT STORES RECEIVING FULL SERVICE									
ICE AL (11+16)	DAILY COLLECTION	WEEKLY COLLECTION	SEMI-MONTHLY COLLECTION	MONTHLY COLLECTION	NON-CENTRAL BILLING	TOTAL (11)+(12)	AGENCIES	OTHER NON STORE CUSTOMERS	TOTAL NON-STORE (14)+(15)	TOTAL-ALL CUSTOMERS (11)+(12)+(13)+(16)
0	50	9	2	2	4	67	33	23	61	234
0	1.0111	1.0000	.9260	1.0000	1.0000		.78	.92		
	1,368	343	50	56	100	1,810	831	946	1,367	6,048
2.25						$57,565.62				
72						.3770				
11						207,007	303,949	108,100	411,057	1,729,362
1.5						22.16	16.9	19.4		
61						9,378	16,811	5,573	22,404	83,106
9.7						27.3	0.1%	7.9%		
003						2,560	17	442		
50						1.947	1.092		3.095	
100						.100	.100	.100		
338						10,256,960			24,533,388	
100						256,000	1,700	44,290	45.90	
638						10,514,960			24,597,088	
						-			-	
	10.32	9.21	9.11	9.06	9.00				7.63	
290	14,068.80	3,036.030	455.500	489.240	972.000	18,241,570			18,430.310	
						-			-	
928						-			-	
118						36,756,536			24,941,790	142,749,212
						.1771			.0851	

A FULL SIZE COPY OF THIS TABLE IS INCLUDED IN THE A&P FILE-ATTACHMENT 1- "SUMMARY OF DISTRIBUTION OF BORDEN GENERAL SELLING AND ADMINISTRATIVE EXPENSE".

Customer and Address	Route No.	Store No.	Dollar Amount Of Sales	Dollar Amount Of Rebate Paid By Borden	Discount Rate
Peterson's Foods, 5423 W. Devon Ave.	14W	94	$ 890.97	$ 115.83	13.0
Joe Milecki, 1620 Greenleaf, Evanston	14W	221	810.16	162.03	20.0
Bill's Market, 1800 Dempster, Evanston (Grocer Land, Wm. Kolozik)	14W	2	893.24	223.61	25.0
Madison LaVeigne Food Mart, 5010W. Madison St.	18W	212	1,580.71	None	
Mr. Central, 4920 W. 14th Ave., Cicero	1W, 13W, 18W	203	3,694.63	892.41	24.2
Congress Food, 500 S. Laramie (George Voutsinas)	13W	75	1,135.48	232.99	20.5
Centrella Store, 128 Chicago Ave., Oak Park (James Cox)	18W	90	2,661.91	607.26	22.8
Strickland, 721 Lake St., Oak Park	13W, 18W	256	1,162.93	267.48	23.0
Blanche's Foods, 2300 N. Mango Ave. (Stephen Cwiak)	19W	44	966.77	136.45	14.1
Bel Park Foods, 4762 W. Belmont Ave. (Stanley Skoczen)	19W	11	1,443.45	292.43	20.3
Edward Marszaick, 2100 N. Hayne Ave.	20W	133	1,313.03	189.23	14.4

Source: Borden Route Books, CIB 70 through 87, and Rebate Memoranda, CIB 88A-62 through 88A-139.

A & P Private Label Purchases From Borden During March 1966 in Chicago and Suburbs Area

Total Purchases	$155,410
A & P cost if it had purchased at Borden list prices	244,988
Discount rate	36.6%

Source: CIX 8H 39, 41-44; CIB 89Z-199.

183 D
REVISED

0-0077

of O'Hare Branch in Chicago Metropolitan Area Purchasing More Than $800.00 of Milk Products During March 1964

5496

Customer and Address	Route No.	Store No.	Dollar Amount Of Sales	Dollar Amount Of Rebate Paid By Borden	Discount Rate
Forest Food Mart, Park Ridge (Paul Rogers)	2W	30	$1,174.73	$ 216.15	18.4%
Gene's Food Shop, 7101 W. Belmont Ave.	2W	125	1,266.40	341.93	27.0
Mayfair Foods, 9655 Franklin, Franklin Park	3W	107	3,056.25	915.75	30.0
Strickland Foods, Harrison & Wolf, Hillside	3W	159	1,370.82	315.26	23.0
Misicka's Foods, 1412 S. 5th Ave., Maywood	3W	139	1,854.04	None	
Bloom Bros., 947 Wellington	4W	287	1,104.55	None	
Barney Trainor, 538 Spring Rd., Elmhurst	6W	234	930.31	210.33	22.6
Cardinal Store, 1418 W. 55 St., LaGrange, (Dick Herman)	8W	97	1,636.19	340.60	21.0
Spot Lite Mkt., Gary & Army Trail Rd., Bartlett (Earl Tedrahn)	8W	49	1,235.05	271.71	22.0
Jos. Michalowski, 2700 W. 24 Place	10W	52	1,853.77	398.05	21.5
Robert Battali, 1010 S. Western Ave.	10W	138	1,336.70	280.71	21.0
Jos. Berlin & Son, 1018 W. Madison St.	10W	140	1,014.83	150.45	14.8
Bruno Malepa, 650 N. Wood St.	11W	246	1,014.57	131.89	13.0
Edward Truty, 1404 N. Greenview Ave.	11W	199	964.18	151.80	15.7
Theresa Crispino, 700 N. Kedzie Ave.	11W 15W	191	1,220.22	252.15	20.7
Greenview Fruit, 1509 Jarvis	12W	228	1,399.29	None	
Bill's Market, 6649 N. Clark St. (Wm. Holozik)	12W	194	1,297.92	324.86	25.0

183 C

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ITEM 17.

P.O. BOX 446 · WOODS

BRANCH

CONTAIN

DATA FOR COST DEPARTMENT

			Ext 65			Wind		
			Natural			171		
	UNITS PER CASE		Glass			Pure-Pak		
24		10	4		FB			
24		12	6		FB			
24			12					
21								
16								

: WOODSTOCK, ILL.

DATOCK 103 PAGE 44

NTAINERS / CASE

ENT - MONTH JULY 1971 "COST DEPT."

Cartons		Plastic			Cheese Cartons			Sour Cream Dip N Chip and Yogurt Cartons			Other Cartons	
	6											
	12									12		
	24											
	12											
	18											
	16	1										
							6					
							16					
							24			8		
							18			24		
				1								
						0						12
												12

5497

5498

TO ESTIMATE SERVING TIME
BORDEN WHOLESALE ROUTE CUSTOMERS
GROCERY STORE CUSTOMERS

FIXED TIME PER STOP

Collection Frequency/Wk.	6X	3X	1X	1/2X	1/24X	0
Collect & Delay to Collect	1.32	.66	.21	.11	.06	0
Get Pre-Order & Delay	1.48	1.48	1.48	1.48	1.48	1.48
Have Del. Slip Checked	.19	.19	.19	.19	.19	.19
Pick up Empty Cases	.20	.20	.20	.20	.20	.20
Deliver Orders into Store	.50	.50	.50	.50	.50	.50
Walk to Park, Park & Drive	2.84	2.84	2.84	2.84	2.84	2.84
Sub Total - Limited Serv.	6.53	5.87	5.42	5.32	5.27	5.21
Add for Full Serv.						
Make out Delivery Slip	2.14					2.14
Inspect Stock - Suggest Order	.37					.37
Select Merch. in Truck	.65					.65
Route Bookkeeping	.63					.63
Sub Total						3.79
Total - Full Service	10.35	9.66	9.21	9.11	9.06	9.00

VARIABLE TIME/CASE

All Cases	Limited Service	Full Service
Unload Order	.092	.092
Deliver Order	.250 (1)	.295 (2)
Pick up Empty Cases	.230	.230
Load Empties on Truck	.109	.109
Re-Arrange Load	.377	.377
Sub Total	1.058	1.103
Customer Services	-	.364
Select Merchandise in Truck	-	.480
Total - All Cases	1.058	1.947
Glass Cases only: Sort & Count Bottles for Bottle Credit; (.025 min/bottle, 4gal./case	.100	.100

(1) Allows only for delivery to reserve cooler.
(2) Allows for delivery to both reserve cooler and display case as needed.

0 0060

SERVING TIME TO NON STORE CUSTOMERS
BORDEN COMPANY CHICAGO AREA ROUTES

5499

FIXED TIME PER STOP

Collect and Delay to Collect (1)	0
Get Order and Delay to Get Order	1.48
Make out Delivery Slip (2)	1.14
Have Delivery Slip Checked	.19
Route Bookkeeping	.63
Pick up Empty Cases	.20
Select Merchandise in Truck	.65
Deliver Order from Truck	.50
Walk to Park, Park and Drive	2.84
Total	7.63

VARIABLE TIME PER CASE

Unload Order	.092
Deliver Order (3)	.287
Pick up Empty Cases	.230
Load Empty Cases on Truck	.109
Re-arrange Load	.377
Total	1.095

(1) Schools and other non-store accounts normally collected through central billing.

(2) Reflects average of 4 to 6 line items, compared to the 15 to 25 line items for grocery store accounts.

(3) Allows for delivery to single location remote from parking area.

0 0084

SCHEDULE OF POINTS USED TO COMPUTE PRICES

	Point Value
All Gallons Milk Products	4
All Half Gals. " "	2
All Quarts " "	1
1/2 Pints Whipping Cream	1
Pints Half & Half	1
Quarts Half & Half	2
8 oz. Sour Cream	1
16 oz. Sour Cream	2
Pint (16 oz.) Sour Half & Half	1
1/2 Pint (8 oz.) Sr. " "	1/2
8 oz. Sour Cream Dips	1
1/2 Pint Elsie Shakes	1/2
7 oz. Triple-Whip	1
8 oz. Yogurt	1
* Pint Coffee Whitener	1
* 2 Lb. Cottage Cheese	2
* 1 Lb. Cottage Cheese	1
* 8 oz. Cottage Cheese	1/2
* 12 oz. Cottage Cheese	1
* Quart Egg Nog	1

*These products are not subject to market fluctuations of Class I Milk and are not on Class I formula pricing.

0 0089

ITEM 4

SCHEDULE OF POINTS USED TO COMPUTE PRICES

	Point Value
All Gallons Milk Products	4
All Half Gals. " "	2
All Quarts " "	1
1/2 Pints Whipping Cream	1
Pints Half & Half	1
Quarts Half & Half	2
8 oz. Sour Cream	1
16 oz. Sour Cream	2
Pint (16 oz.) Sour Half & Half	1
1/2 Pint (8 oz.) Sr. " "	1/2
8 oz. Sour Cream Dips	1
1/2 Pint Elsie Shakes	1
7 oz. Triple Whip	1
8 oz. Yogurt	1
* Pint Coffee Whitener	1
* 2 Lb. Cottage Cheese	2
* 1 Lb. Cottage Cheese	1
* 8 oz. Cottage Cheese	1/2
* 12 oz. Cottage Cheese	1
* Quart Egg Nog	1

*These products are not subject to market fluctuations of Class I Milk and are not on Class I formula pricing.

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5502

INFORMATION USED I
TYPE OF SERVICE AND APPRO
BORDEN'S O'HARE BRANCH

BORDEN CUSTOMER	CONTRACT CX 62	TESTIMONY OF STORE OPERATOR	STIPULATION OF 3/1/74	MEANI "CHEC & PAC
86 A & P STORES				
MAYFAIR FOODS	X			
JAMES COX		X		
CARDINAL STORE		X		
BILL'S MARKET #194			X	
GENE'S FOOD SHOP			X	
SPOT LITE MARKET			X	
THERESA CRISPINO			X	
BRUNO NALEPA			X	
EDWARD TRUTY			X	
BILL'S MARKET #2			X	
CONGRESS FOODS			X	
MR. CENTRAL				X
MISCICKA'S FOODS				
JOS. MICHALOWSKI				
GREENVIEW FRUIT				
STRICKLAND'S #256				
ROBERT DATTALI				
EDWARD MARSZAICK				
FOREST FOOD MART				
STRICKLAND'S #159				
FLOOM BROS.				X
JOS. BERLIN & SONS				
BLANCHE'S FOODS				
BARNEY TRAINOR				
PETERSON'S FOODS				
JOE MILECKI				
MADISON LA VEIGNE				
BEL PARK FOODS				
SUB-TOTAL - CUSTOMERS NAMED IN COMPLAINT				
GROCERY STORE CUSTOMERS NOT NAMED IN COMPLAINT				
SCHOOL CUSTOMERS NOT NAMED IN COMPLAINT				
OTHER NON-STORE CUSTOMERS NOT NAMED IN COMPLAINT				
SUB-TOTAL - GROCERY STORE CUSTOMERS				
SUB-TOTAL - NON-STORE CUSTOMERS				
TOTAL - ALL O'HARE BRANCH CUSTOMERS				

0 0083

Y CASE AND COMPANY TO DETERMINE
RIATE WHOLESALE DELIVERY TIME STANDARDS -
HOLESALE ROUTE CUSTOMERS - MARCH, 1966

ESTIMONY OF J. J. BERGLER

G OF ROUTE BOOK NOTATIONS			NONE INDICATED DESCRIBED	DELIVERIES PER WK. - ROUTE BK,			TYPE OF SERVICE DESCRIBED		TYPE OF SERVICE ASSUMED TYPICAL		COST DETERMINE FROM:	
"	"PACK"	"DROP"	J.J.B.	6	5	12	LIMITED	FULL SERVICE	NON STORE		DETAIL ANALYSIS	AVER FACT
				86			X-86				14X	72
				1				X 1			X	
				1				X 1			X	
				1				X 1				
				1				X 1				
					1			X 1				
				1				X 1				
				1				X 1				
				1				X 1				
				1				X 1				
				1				X 1				
	X			1				X 1			X	
	X			1				X 1			X	
	X			1				X 1			X	
	X			1				X 1				
			X	1				X 1			X	
	X			1				X 1				
	X			1				X 1				
	X			1				X 1				
				1				X 1			X	
	X			1				X 1				
	X			1				X 1				
	X			1				X 1				
	X			1				X 1				
	X			1				X 1				
			X	1				X 1			X	
			X	1				X 1				
		1		113	1		86	28			22	92
	37	17		54	4	1	17	42			11	48
									X	39	3	36
									X	22	4	18
		18		167	5	1	103	70		61	33	140
											7	54
											40	194

ANALYSIS OF O'HARE BRANCH
NON-A&P STORES, ROUTES 1-

2 Weeks End 1/19/66

Customer		Book & Page		Number of Deliveries	Number of Points	Number Cases Total
I Allegedly Injured Stores		#	#			
Stricklands	#256	18	18/19	12	1,761.00	67.22
Stricklands	#139	3	13	12	2,146.00	89.16
Mr. Central		13	21	4	1,620.00	70.03
Madison Food	#212	18	3	12	2,550.50	113.77
Mayfair	#107	3	6	12	5,192.00	236.46
Mitchas Food	#139	3	15	12	3,055.75	141.03
Congress Foods	475	18	14	12	1,932.75	87.44
Jan's Grocery	#90	18	15	12	4,593.50	200.07
II Small Stores:						
Store #						
4		3	16	12	1,104.25	51.83
329		3	17	12	796.50	34.26
17		13	10	12	1,022.00	39.71
16		13	11	12	635.50	20.79
253		13	17	12	1,402.00	66.56
335		13	18	12	690.00	33.67
103		13	22	12	630.00	28.33
135		13	23	12	1,260.25	57.71
159		13	24	12	613.00	34.26
3		3	03	12	503.50	10.86
153		18	04	12	869.00	34.99
151		18	17	12	649.00	25.22
5		18	26	12	894.50	28.78
Grocer Customer Total				250	33,787.00	1,487.15
Average Points/Case					22.7193	

0 0096

ROUTE BOOKS
W. 13-W, 18-W

Number Cases Glass	Total $'s/ 2 wks.	Month's Total Dollars	Cases Per Delivery	% Glass Cases	$ Value/Point Acc. Period	Points Per Case
	$59.08	1,162.93	5.60	---	.3175	26.20
11.25	591.25	1,370.82	7.43	12.62	.2755	24.67
17.75	462.04	3,694.63	17.51	25.35	.2838	23.25
36.50	731.92	1,580.71	9.40	32.37	.2870	22.62
91.50	1,343.71	3,056.50	19.71	36.70	.2588	21.93
43.25	839.16	1,654.04	11.75	30.67	.2746	21.67
36.50	519.90	1,135.48	7.29	30.31	.2699	22.16
53.00	1,238.44	2,640.27	16.67	26.49	.2656	22.96
1.75	209.26	628.13	4.33	3.38	.3620	
4.00	212.50	434.09	2.66	11.68	.2673	
.75	292.71	646.09	3.31	1.89	.2866	
9.25	171.44	361.41	2.40	32.13	.2698	
30.50	392.94	606.26	5.55	45.82	.2693	
16.50	199.36	334.18	2.01	49.00	.2875	
7.25	196.01	354.26	2.36	25.59	.2693	
19.75	350.25	607.32	4.81	34.22	.2762	
20.00	159.06	291.98	2.86	53.38	.2595	
---	148.72	250.61	1.57	---	.2954	
---	269.74	536.93	2.92	---	.3104	
---	203.53	405.38	2.10	---	.3136	
3.25	199.04	341.65	2.40	11.29	.2866	
392.75	9,369.46	23,393.07	5.95	26.41%	.2773	22.719

5503

WO Mar 66

Store No. #90

Address 1124 Orange Ave Daytona

Name Winn Dixie

Manager Wilma Cole Phone 252-3774

Date	Milk Sk. Skim	Milk % Gal.	Milk Cts.	Milk %	Cod Perdea Sk.	Cod Perdea % Gal.	Choc. Cts.	Choc. % Pts.	Choc. % Pts.	B.M. % Pts.	B.M. Cts.	B.M. % Gal.	Cream Sk.	Cream Cts.	Cream % Gal.	225 Cr.	H & H Pts.	Sour Cr. 15 Gr.	Sour Cr. 50 Gr.
Sat. Other	16	14	14				12				12		12	4		26	10	6	14
Other Days	14	12	14				12				12		12	3		10	35	14	6
1	14	12	10								13		11	12	6	4	13	2	11
2	11	12	11				1				4	14	11	9	9	4	13	2	11
3	8	16	11				1				1	14	8	8	3		20		7
4	12	8	10				2				1	14	8	8		3	15	1	12
5	16	12	10				2				11	13	13	10	10	10	35	11	15
6	11	12	10				2				12	12	13	9	8	12	20	2	11
7	11	18	11								7	12	12	9	2	7	17		1
8	17	14	21								1	11	12	7	1	2	20	1	2
9	11	14	30				2				6	12	12	1	1	3	20	1	1
10	10	15	14				2				1	12	12	5	1	7	17	1	6
11	14	14	14				2				1	12	12	3	2	10	35	1	10
12	12	20	24				3				1	12	12	3	2	12	35	1	10
13																			
14	10	15	14	3			2				4	12	13	4	1	5	20	2	
15	18	11	20				1				4	12	12	4	3		20		10
16	20	10	30				2				4	12	12	1	2		15		5
17	12	16	10				2				2	12	8	1	1	5	18	1	8
18	12	10	12				2				2	12	12	4	3	5	20	1	2
19	38	14	18				4				4	12	11	4	3	10	25	1	10
20																			
21	12	10	24				2				2	12	12	5	2	5	15	2	9
22	11	16	12				2				5	12	12	4	2	2	17		9
23	12	20	20				2				4	12	12	4	2	2	15		9
24	12	18	24	2			2				1	12	12	4	2	5	15	2	9
25	10	16	14				2				2	12	12	4	2	12	20	2	12
26	20	16	16				2				1	12	12	4	2	11	40	2	12
27																			
28	12	16	12				2				1	12	12	4	2	7	24	2	12
29	13	12	12	3			2				2	12	12	4	2	2	12		12
30	12	14	12				2				2	12	12	4	2	4	20	2	12
31	12	12	12				2				2	12	12	4	2	4	20	2	12

Directions

Time to Serve

To O L

	Milk			Sour Cream	Sour Cream Dip	Yogurt	Cream Cottage Cheese			Butter	Sour Cream	Butter	Eggs	Bottle
	Pt.	Qts.	Gals.	Pts.	Qts.	Qts.	2%	L.C. (Curd)	S.C. (Curd)	S.C. (Soft)	Pts.	Lbs.	Lbs.	Doz.	Bottle
	Qts.	Qts.	Qts.	Pts.	Qts.	25 Pts.									CHARGE / PAID / BALANCE
5															
4															
3															
2															
1															
5															
4															
3															
2															
1															
5															
4															
3															
2															
1															
5															
4															
3															
2															
1															

BALANCE

A&P RECAPITULATION OF PHYSICAL DELIVERIES

JIMS GROCERY W18 MAR 66 PER ROUTE BOOK 18.15

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	17	9	16	10	14	36	10	18	20	12	12	38	212	848.00
H GAL	48	54	84	54	48	216	48	77	60	66	70	218	1043	2086.00
QTS	24	24	32	18	14	54	28	30	30	10	15	48	327	327.00
PP GAL	3	0	0	3	0	0	3	0	0	3	0	0	12	48.00
CHOC QTS	0	0	0	2	2	5	2	1	0	2	2	4	20	20.00
BM QTS	2	1	6	0	0	1	4	4	4	0	2	4	28	28.00
H GAL SKM	8	12	14	1	0	3	8	8	6	8	4	4	76	152.00
QTS SKM	3	7	6	11	5	2	14	13	12	0	3	14	90	90.00
H PT XXX	4	2	0	3	2	10	5	0	0	0	5	6	37	37.00
PT H&H	20	17	20	20	14	55	20	20	15	18	13	55	287	287.00
SOUR CRM 1	4	0	4	1	0	2	5	0	0	1	0	1	18	36.00
SOUR CRM 8	9	1	2	0	4	8	0	10	0	8	2	0	44	44.00
DIP-FO	5	1	0	3	1	4	1	0	0	3	2	2	22	22.00
WUP	0	0	0	2	0	0	0	0	0	0	0	0	2	2.00
SO H&H PT	1	1	0	2	3	0	4	0	0	0	2	0	13	13.00
TRIP WHP 8	8	0	0	0	0	0	1	1	0	4	0	0	14	14.00
YOGURT H P	2	4	0	0	3	4	2	1	0	0	5	1	22	22.00
COT CHS LC	6	4	0	8	15	18	4	5	0	13	5	9	87	87.00
COT CHS SC	2	8	0	3	0	2	2	2	0	3	0	5	27	13.50
PINE 16OZ	0	0	0	1	0	0	1	1	0	1	0	2	6	6.00
CHIVE 16OZ	1	1	0	1	1	0	1	0	0	0	0	0	5	5.00
CERT BUT L	0	0	0	0	24	0	0	0	0	0	0	0	24	24.00
GAL 2% [illegible]	2	4	0	1	2	1	2	2	2	2	4	0	22	88.00
½ Gal 2%						TOTAL POINTS								4299.50

CASES

5505

RECAPITULATION OF P

Customer Mrs Cooper 4E 9A

Address

HOH 2% 12/cs,

UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES

OF PHYSICAL DELIVERY — Page 1 of 1

Per Route Book # 018 - (R) Period May 1/6

												SUB-TOTAL	
	CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	CA

ANALYSIS OF O'HARE BRANC
NON-SAP STORES, ROUTES

2 Weeks End 3/19/66

Customer I Allegedly Injured Stores		Book&Page #	#	Number of Deliveries	Number of Points	Number Cases Total
Stricklands	#256	18	18/19	12	1,761.00	67.22
Stricklands	#159	3	13	12	2,146.00	89.16
Mr. Central		13	21	4	1,620.00	70.00
Madison Food	4212	18	3	12	2,550.50	112.77
Mayfair	#107	3	6	12	5,102.00	236.46
Mirickes Food	4139	3	15	12	3,056.75	141.03
Congress Foods	#75	18	14	12	1,932.75	87.44
Jan's Grocery	890	18	15	12	4,503.50	200.07
11 Small Stores:						
Store #						
6		3	16	12	1,104.25	51.83
329		3	17	12	786.50	34.26
16		13	10	12	1,022.00	39.71
253		13	11	12	635.50	28.79
335		13	17	12	1,402.00	66.56
103		13	18	12	690.00	31.67
134		13	22	12	630.00	28.33
139		13	23	12	1,268.25	57.71
3		13	24	12	613.00	34.26
128		3	03	12	501.50	18.06
151		18	04	12	869.00	34.99
5		18	17	12	649.00	25.22
		18	26	12	694.50	26.78
Grocer Customer Total				250	33,767.00	1,487.15
Average Points/Case					22.7193	

0800 0

N ROUTE BOOKS
-W, 12-W, 10-W

Number Cases Glass	Total $'s/ 2 Wks.	Month's Total Dollars	Cases Per Delivery	% Glass Cases	$ Value/Point 2Wk. Period	Points Per Case
	559.08	1,162.93	3.60	---	.3175	26.26
11.25	591.35	1,370.82	7.43	12.62	.2755	24.67
17.75	462.04	3,604.63	17.51	25.35	.2818	27.23
36.50	731.92	1,580.71	9.40	32.37	.2870	22.42
91.50	1,343.71	3,056.50	19.71	38.70	.2568	21.93
43.25	839.16	1,856.04	11.75	30.67	.2746	21.67
26.50	519.99	1,135.48	7.29	30.31	.2659	22.18
53.09	1,230.44	2,640.27	16.67	26.49	.2696	22.96
1.75	289.26	628.13	4.32	3.38	.2620	
4.00	212.90	434.89	2.86	11.68	.2673	
.75	292.71	644.09	3.31	1.89	.2864	
9.25	171.44	361.41	2.40	32.13	.2678	
30.50	392.94	696.26	5.55	45.82	.2663	
16.50	158.36	334.18	2.01	49.00	.2675	
7.25	196.01	354.26	2.36	25.59	.2893	
19.75	350.25	697.32	4.81	24.22	.2782	
20.00	159.06	291.98	2.85	53.38	.2595	
---	148.72	290.61	1.57	---	.2934	
---	269.74	536.83	2.92	---	.3164	
---	203.53	405.88	2.10	---	.3136	
3.25	199.04	341.85	2.48	11.29	.2866	
392.75	9,369.46	23,393.07	5.95	26.41%	.2773	22.7193

5507

TALLY SHEET

Store No. 52

Address 3414 N. SHEFFOLD

Name A & P

Manager BOB RUGGIE Phone 1-7-8411

Date	Milk				Cold Drinks		Choc.			D.M.									H & H	Sour Cr.	
	Ch. Hf.	Ch. Pt.	Ch. Qt.	Ch. ½ Gal.	Ch. Pt.	Ch. ½ Gal.	Ch.	Ch. Pt.	Ch. ½ Gal.	Ch.	Ch. Pt.	Ch. ½ Gal.	Ch. Hf.	Ch. Pt.	Ch. Qt.	Ch. ½ Gal.	Ch. Hf.	Ch. Pt.	Pts.	15 Oz.	32 Oz.
1	24	43	24					11					6	6	5			24			
2	14	20	--				4			6	6		7	2	2	--		32			
3	18	31	24				6			6	8		6	12	8			36			
4	18	36	24				1			6	12		9	10	12			36			
5	12	60	24							6	6		13	12	10		8	32			
6	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
7	12	36	24				6			4	6		7	6	12			24			
8	24	24	24				6			2	9		6	6	6		2	24			
9	12	12	24				6			1	5		7	7	12			--			
10	14	60	--				1			2	12		6	2	12		7	36			
11	8	42	24				6			6	12		4	8	2		6	36			
12	8	--	24				6			6	12		6	6	6			36			
13																					
14	7	--	--				4			4	8		6	12	8		2	36			
15	18	--	24				4			2	12		6	6	8		2	24			
16	12	12	--				1			6	8		6	8	8		2	12			
17	12	24	24				1			6	10		8	12	12		2	36			
18	12	60	24				1			6	8		8	12	12		2	36			
19	12	--	--																		
20	12	36	24				6			2	12		6	6	12		3	24			
21	12	36	24				1			4	10		6	8	12		2	36			
22	12	--	--				1			2	6		8	2	7		2	24			
23	12	24	24				1			1	6		8	4	6		2	12			
24	24	60	24				1			2	8		8	12	12		6	36			
25	30	31	24		6		6			4	8		12	12	16		6	48			
26																					
27	12	24	24		6		2			1	4		6	8	8		2	24			
28	12	24	--		6		1			1	4		8	8	12		2	36			
29	18	--	24		6		1			1	6		8	12	12		3	24			
30	12	--	--				1			1	6		12	12	12		2	30			
31																					

5 6 0 8 8

4

Directions FRONT NORTH ENTRANCE

OPEN DAILY 9-9

SAT 9-5

SUN 10-5

Cash

Terms

Time to Serve

To O L

Dip				Sa.	Veg.	Veg.	Cream Cottage Cheese				Yog.	Eggs	Coc.	Bottle
							2%	L.C.	S.C.	S.C.				
											16 Oz.			

XXX

CHARGE	PAID	BALANCE

Store No.

Address

Name A + P

Clerk Phone

| | | |

Cash

Terms

Time to Serve

To O L

Dip			Sour Cream	Cottage Cheese				Bottle	CHARGE	PAID	BALANCE
8 Oz.	8 Oz.	8 Oz.	Lbs.	60z.	½ Lb.	½ Pt.	½ Pt.	½ Pt.			
			2		1½	1	2		22		
					½		2		11		
3			3		2	2	2		16		
2	2		2					5	18		
				14					16		
2	2		1						11		
			6						7.20		
4								1	5.1		
			2						16		
6					6			17	24		
									26		
									31		
									24		
								3	10		
				1					23		
									10		
								2	25		
								3	31		
								2	19		
									20		
2	2		2						26		
3					3	2	2	1	19		
			3					4	12		
3					2	2			15		
2	2		24					13	25		
2											
					2	2	2	11	31		

BALANCE XXX

509

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #52 W04 MAR 66 PER ROUTE BOOK 4.08 Board Lent

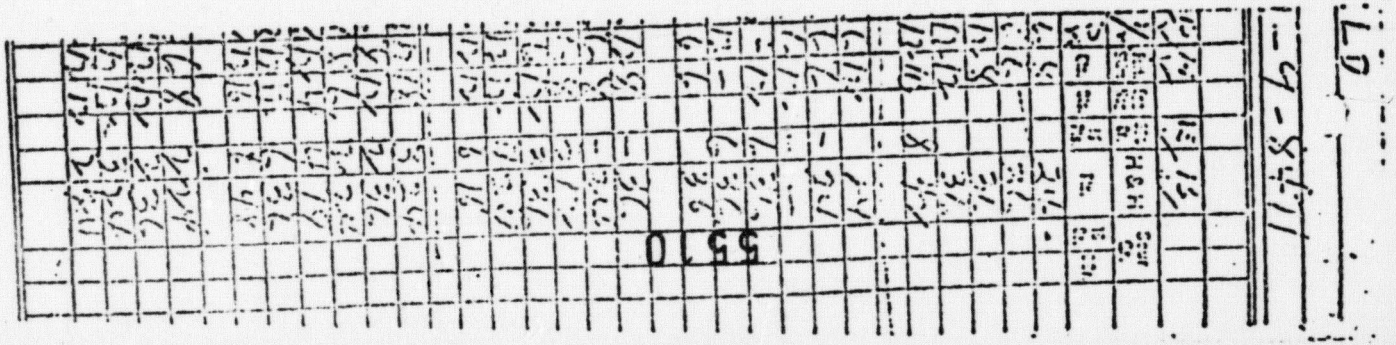
ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	8	16	20	20	16	16	16	16	12	16	16	16	188	752.00
H GAL	48	56	120	48	120	144	60	132	144	120	96	96	1184	2368.00
OTS	24	48	48	48	48	72	48	48	72	48	48	48	600	600.00
CHOC SKM H	0	0	0	0	0	0	0	12	0	0	12	12	36	72.00
CHOC SHK H	0	10	0	10	0	10	0	0	6	0	0	6	42	10.50
SOUR CRM 1	0	3	6	0	0	0	0	0	6	0	0	4	19	38.00
SOUR CRM 8	6	6	4	8	6	8	8	0	0	0	0	0	46	46.00
DIP-FC	2	0	4	0	6	0	0	0	0	0	0	0	12	12.00
DIP-DB	2	0	0	0	0	0	0	0	0	0	0	0	2	2.00
WUP	0	0	4	0	4	0	0	0	3	0	0	2	13	13.00
SO HAN PT	8	6	0	12	0	0	0	0	0	0	0	0	26	26.00
TRIP WHP 8	0	0	0	0	0	0	0	0	0	0	24	0	24	24.00
YOGURT H P	0	0	0	0	6	0	0	0	6	5	0	6	23	23.00
CAL.2%	0	4	2	4	4	4	4	2	4	4	0	4	36	144.00
						TOTAL POINTS								4130.50

0 0090

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #52 W04 MAR 66 . PER ROUTE BOOK 4.07 . PRIVATE LABEL

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	36	48	48	60	48	0	0	0	12	24	60	24	360	720.00
QTS	24	24	24	0	24	24	0	24	0	24	24	0	192	192.00
PP GAL	12	24	24	12	18	18	12	18	12	12	18	18	204	816.00
CHOC QTS	6	5	6	0	6	6	4	4	0	0	6	6	49	49.00
BM H GAL	4	0	0	0	6	6	4	0	0	6	6	6	38	76.00
BM QTS	6	8	12	12	12	12	8	12	0	8	12	12	114	114.00
BM H GAL 2	6	6	6	6	8	6	6	6	6	12	8	12	88	176.00
H GAL SKM	6	6	6	0	12	6	12	6	6	6	12	12	90	180.00
QTS SKM	12	6	12	12	6	0	8	8	8	12	12	12	108	108.00
H PT XXX	0	0	0	6	6	0	0	0	3	3	4	6	28	28.00
PT H&H	24	24	0	36	36	36	36	24	12	36	24	16	304	304.00
					TOTAL POINTS									2763.00



Store No. #87

Address 700 N. Cuero

Name C-Y-T

Manager [illegible] Phone 371-4585

Date	Milk				Coll. Cream		Choc.		Choc. Milk		B.M.												H & H		Sour Cr.	
1																										
2																										
3																										
4																										
5																										
6																										
7																										
8																										
9																										
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30																										
31																										

North Bend on Cascades

Directions

Cash

Terms

Time to Serve P.L. To O L

D.I.P.				Sa. Kr.	Shr. Wht.	Tog-gart	Cream Cottage Cheese				Yog. Soft	Dat-ter	Egg	Bottle			
Pt. Cart.	Qua. Plastic	Pint Plastic															
8 Oz.	8 Oz.	8 Oz.		Pts.	8 Oz.	½ Pts.	2 #	L.C. 16 Oz.	S.C. 16 Oz.	S.C. 8 Oz.	16 Oz.	Lbs.	Doz.	Cash	CHARGE	PAID	BALANCE

8

Store No. 447

Address 7101 N. Classen Blvd.

Name

Manager Ron Kidd Phone 379-9545

	Milk				Malt Beverages			Choc.			B.M.									H & H	Sour Cr.	
	Chocolate	Whole	Skim	Buttermilk	Quarts	Pints	Half Pints	Quarts	Pints	Half Pints	Quarts	Pints	Half Pints	Orange Juice	Apple Juice	Fruit Drinks	Fruit Punch	Tropical Orange	Milk Shakes	Pints	16 Oz.	Pints
1																						
2																						
3																						
4																						
5																						
6																						
7																						
8																						
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31																						

North Dearborn Dairy

Directions

Cash

Terms

Time to Serve

To O L

	Sour Cream			Yogurt	Sour Milk	Buttermilk	Cottage Cheese					Yogurt Cheese	Soft Ice Cream	Eggs	Bottle			
	Qts.	Pts.	½ Pts.	½ Pts.	Pts.	Qts.	½ Lb.	2 Lb.	L.C. 15 Oz.	S.C. 15 Oz.	S.C. 8 Oz.	16 Oz.	Lbs.	Doz.	Cream	CHARGE	PAID	BALANCE
1																		
2																		
3																		
4																		
5																		
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31																		

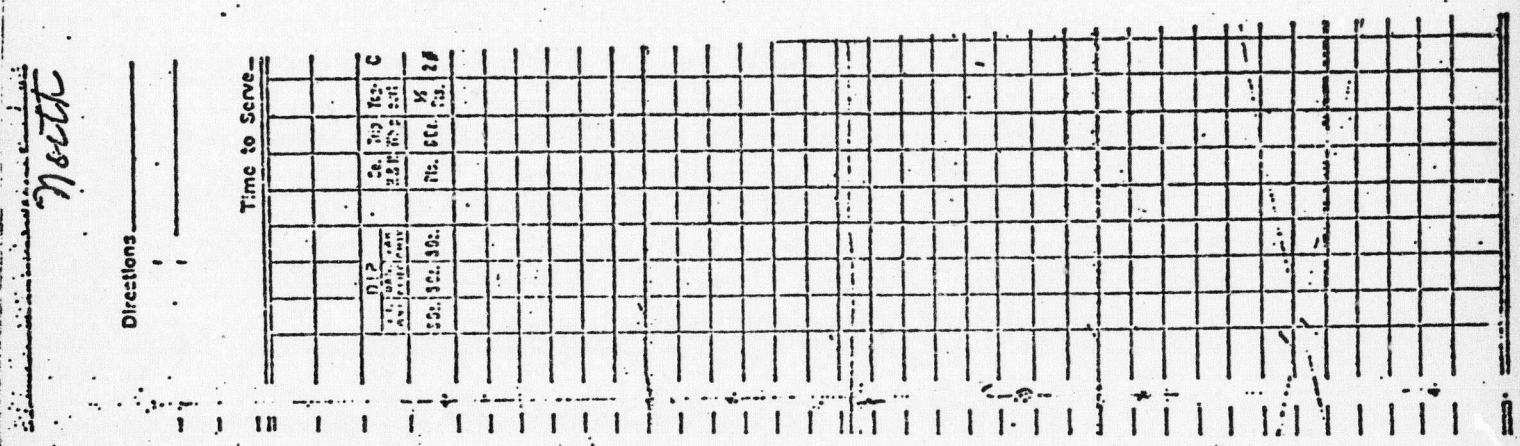
VV

5513

A&P RECAPITULATION OF PHYSICAL DELIVERIES

AP87 W18 MAR 66 PER ROUTE BOOK 18.07

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	48	48	60	48	60	60	60	60	60	48	60	60	672	1344.00
QTS	24	24	24	36	24	72	24	24	24	24	24	48	372	372.00
GAL	18	18	18	12	24	66	18	10	18	12	24	60	298	1192.00
CHOC QTS	8	8	8	0	4	24	8	8	0	2	0	24	94	94.00
BM H GAL	12	12	12	0	0	30	12	12	18	9	0	12	129	258.00
BM QTS	14	12	24	2	0	30	12	24	12	10	0	24	164	164.00
H GAL 2%	8	12	12	4	6	24	12	12	0	0	0	24	114	228.00
H GAL SKM	8	12	12	0	6	12	12	12	12	10	0	0	96	192.00
QTS SKM	8	12	24	4	12	24	12	12	0	0	0	24	132	132.00
H PT XXX	2	6	5	0	0	12	4	0	0	0	2	10	41	41.00
PT H&H	14	30	30	25	25	66	30	30	30	15	30	66	391	391.00
						TOTAL POINTS								4408.00



A&P RECAPITULATION OF PHYSICAL DELIVERIES

#87 200 N. CICERO AVENUE A&P W18 MAR 66 PER ROUTE BOOK 18.08 0094

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	24	28	28	16	16	68	28	24	28	24	20	68	372	1488.00
H GAL	60	60	60	48	120	300	60	60	60	66	120	300	1314	2625.00
QTS	24	24	24	48	48	72	24	24	24	48	48	72	480	480.00
CHOC SKM H	0	6	6	0	0	12	6	6	6	6	0	12	60	120.00
CHOC H PT	0	20	0	0	0	15	15	0	12	0	0	0	62	15.50
CHOC SHK H	0	0	24	0	0	0	5	0	18	0	0	0	47	11.75
PT H&H	0	0	0	0	0	12	0	0	0	0	0	12	24	24.00
SOUR CRM 1	6	0	0	0	4	12	6	0	0	8	0	5	41	82.00
SOUR CRM 8	6	12	8	10	4	12	6	0	0	8	0	12	78	78.00
DIP-FO	0	10	8	0	0	20	6	0	0	6	0	15	65	65.00
WUP	0	0	0	5	0	0	0	0	0	4	0	2	11	11.00
SO H&H PT	2	4	0	0	4	10	4	0	0	4	0	6	34	34.00
TRIP WHP 8	0	0	0	12	12	12	0	0	0	0	0	24	60	60.00
YOGURT H P	4	4	4	0	0	6	4	4	4	0	0	4	34	34.00
GAL 2%	8	8	12	4	8	12	8	0	8	8	8	12	96	384.00
														5515.25

Store No. 5

Address 3311 N. HALSTED

Name

Manager CARL Phone 281-9764

| Sch. Driver | 5 | 2 | 3 | | |

Directions REAR NORTH ALLEY ENTRANCE

Cash

Terms

Time to Serve To O L

D.I.P.			Sq. Pkg.	Pkg. Cottage	Pkg. Cream	Cream Cottage Cheese			Pkg. Cream	Pkg. Sour Cream	Pkg. Cream	Bottle
8 Oz.	8 Oz.	8 Oz.	Pts.	8 Oz.	½ Pts.	2#	L.C. Regular	S.C. Regular	S.C. Extra Rich	12 Oz.	Lbs.	Qts.	Deposit

XXV

CHARGE	PAID	BALANCE

BALANCE XXX

Store 8

Address

Name A & P

Manager Phone

Date	Class Milk Gal.	Milk ½ Gal.	Milk Qts.	Milk ½ Pts.	Gail Borden Gal.	Gail Borden ½ Gal.	Choc. Qts.	Choc. ½ Pts.	Choc. Skim ½ Pts.	B.M. ½ Gal.	B.M. Qts.	Buttermilk ½ Gal.	Fruit Drink Qts.	Ice Rich Qts.	Sour Cr. ½ Pts.	H & H Pts.	Sour Cr. ½ Cr.	Sour Cr. Cups
Sat. Check	1								9		15						9	15
Other Days	1								1		4						1	4
1	16								—	—	4	—	—			—	—	
2	16				—	—	—	—			4							
3	17		—	—							8					—	—	
4	20								18	—	20	—	—					
5	36								18	—	16						4	6
6																		
7	9								3		5						3	4
8	20								6		8						—	4
9	17								7		8						—	12
10	20								9		8						—	12
11	24								22		12						3	10
12	36								24		12						6	12
13																		
14	17								6		8						2	4
15	17								6		12						1	4
16	17								6		2						—	8
17	—								6		—						1	4
18	16								6		12							
19	40								16		16						4	6
20	—								—	—	—	—	—			—	—	—
21	16								9		4						2	3
22	9								9		12						—	16
23	17								6		8						—	10
24	10								6		8						—	6
25	24								4		12						—	—
26	35										16						2	12
27																		
28	16								—		4						6	4
29	17								1	1	12						—	6
30	16										8						2	2
31	16								9		8						4	4

600 0

Directions

Cash

Terms

Time to Serve

To O L

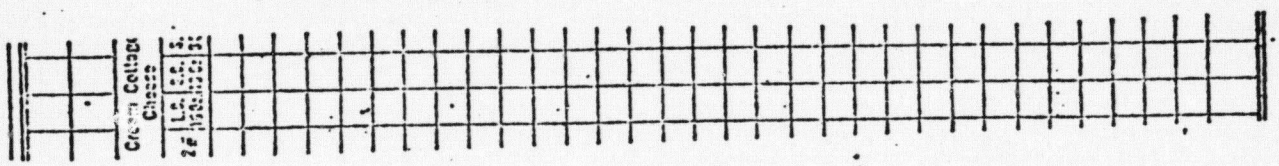
Sq. Milk	Whole Milk	Skim Milk	Buttermilk	Sq. Cream	Thin Cream	Whipping Cream	Cottage Cheese	Cream Cottage Cheese	Cottage Cheese	Cottage Cheese	Cottage Cheese	Sour Cream	Buttermilk	Eggs	Bottle Count

A&P RECAPITULATION ØF PHYSICAL DELIVERIES

5516

A&P #03 W04 MAR 66 PER RØUTE BØØK 4.09 PVT. LABEL

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
H GAL	60	108	96	84	120	132	60	96	84	84	72	206	1202	2404.00
QTS	24	48	48	48	48	60	24	48	48	48	48	96	588	588.00
PP GAL	12	20	12	18	24	42	12	18	18	18	24	48	266	1064.00
CHØC QTS	4	3	2	2	6	6	4	4	2	2	0	4	39	39.00
BM H GAL	8	6	0	0	8	10	4	4	2	4	12	12	70	140.00
BM QTS	4	6	0	6	8	12	3	6	4	4	12	12	77	77.00
BM H GAL 2	6	0	30	0	6	24	12	6	18	18	12	24	156	312.00
H GAL SKM	6	20	6	12	24	0	6	24	6	12	12	24	152	304.00
QTS SKM	12	6	12	12	12	0	12	0	0	12	6	12	96	96.00
PT XXX	0	0	8	6	12	8	2	0	0	0	0	0	36	36.00
PT H&H	12	12	24	24	39	48	24	24	0	0	36	24	267	267.00
						TØTAL PØINTS								5327.00



A&P RECAPITULATION ØF PHYSICAL DELIVERIES

A&P #03 W04 MAR 66 PER RØUTE BØØK 4.10

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
GAL GLASS	8	20	12	20	24	36	12	12	12	0	16	40	212	848.00
CHØC SUK H	3	6	6	9	3	8	6	6	6	6	6	16	81	20.25
SØUR CRM 1	3	0	0	0	3	6	2	4	4	2	0	4	28	56.00
SØUR CRM 8	6	4	4	4	10	12	2	4	4	4	0	6	60	60.00
DI -FØ	3	4	0	3	4	8	0	0	4	2	0	2	30	30.00
DI -DB	0	0	0	0	0	0	0	0	1	0	0	0	1	1.00
WUP	6	0	6	6	3	0	4	0	0	0	0	0	25	25.00
SØ H&H PT	3	8	0	12	12	0	6	6	4	2	0	0	53	53.00
TRIP WHP 8	0	0	0	0	0	0	0	0	4	0	0	0	4	4.00
YØGURT H P	0	12	15	10	0	8	0	12	12	6	12	16	103	103.00
GAL 8Z	4	8	8	6	12	16	8	4	8	0	12	16	102	408.00
						TØTAL PØINTS								1608.25

0 0097

Store No. 7

Address 2428 N BROADWAY

Name ALD

Manager STEVE

| | | |

Directions 1100 FRONT WAY

OPEN DAILY 8-9

SAT - 7-5

SUN - 10-5

Cash

Terms

Time to Serve

To O L

DIP			Ba. Hi & Ti	Top Milk	Yog-urt	Cream Cottage Cheese				Veg. Juice	But-ter	Eggs	Bottle
8 oz.	16 oz.	32 oz.	Pts.	Qts.	½ Pts.	2 #	1 lb. 12 oz.	8 oz. 10 Cu.	4 oz. 5 Cu.	16 Oz.	Lbs.	Doz.	Credit

CHARGE	PAID	BALANCE

XXX

BALANCE

XXX

5517

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #33 W04 MAR 66 PER ROUTE BOOK 4.17

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	12	0	12	12	24	12	12	12	24	24	36	12	192	384.00
OTS	12	0	12	12	0	0	12	0	12	12	12	0	84	84.00
PP GAL	6	0	4	0	6	4	0	6	6	6	5	6	50	200.00
CHOC OTS	1	2	0	1	2	2	1	0	2	1	1	1	14	14.00
BM H GAL	2	1	4	2	2	0	1	2	2	0	3	1	20	40.00
BM OTS	2	2	4	3	2	0	4	2	2	2	5	2	30	30.00
BM H GAL 2	2	1	0	2	2	3	1	0	3	2	2	2	20	40.00
H GAL SKM	2	1	0	3	3	5	2	0	4	2	4	3	29	58.00
OTS SKM	1	3	4	2	2	4	3	0	3	3	5	3	38	38.00
H PT XXX	1	0	0	2	2	2	0	1	0	0	6	2	16	16.00
PT H&H	5	0	0	0	0	0	0	0	0	0	0	0	5	5.00
				TOTAL POINTS										909.00

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #33 W04 MAR 66 PER ROUTE BOOK 4.18

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	8	4	4	6	10	12	4	0	4	8	8	0	68	272.00
H GAL	36	12	48	48	36	48	12	0	36	36	48	36	396	792.00
OTS	0	24	24	24	24	24	12	12	24	24	24	24	240	240.00
CHOC SKM H	0	0	0	0	0	0	0	2	2	0	2	2	8	16.00
CHOC SHK H	0	0	0	0	6	0	0	0	0	6	6	0	18	4.50
PT H&H	0	20	20	15	25	0	25	25	15	20	15	0	180	180.00
SOUR CRM 1	4	0	2	0	5	0	3	0	0	4	6	2	26	52.00
SOUR CRM 8	4	0	2	0	6	8	4	0	0	0	8	4	36	36.00
DIP-FO	3	0	0	0	0	0	0	0	0	0	0	0	3	3.00
DIP-DB	0	0	0	0	2	0	0	0	0	0	0	0	2	2.00
WUP	0	0	0	0	0	0	0	0	4	0	0	0	4	4.00
SO H&H PT	0	4	6	0	0	6	0	0	0	0	0	0	16	16.00
YOGURT H P	6	0	0	0	8	6	9	0	6	0	0	9	44	44.00
GAL 2%	0	0	1	2	2	2	1	0	0	0	0	0	8	32.00
				TOTAL POINTS										1693.50

Address A+P

Name

Manager

Phone

| Set Order | 1 | | |

Directions

Cash

Terms

Time to Serve

To O L

Dip	Sm. Egg Noodles	Thin Spaghetti	Thin Cut	Creamed Cottage Cheese				Bottle	CHARGE	PAID	BALANCE
Sm.	Pts.	Qts.	½ Pts.	2 Qt.	½ Gal.	5 Qt.	5 Qt.	Doz.			
2	4		1	1				11			
	4		2					31			
	4		2								
	4		2					3			
	2		1					19			
	2		1								
	2		1								
	2		1								
	2		1					20			
	1		½					7			
	3		1½					31			
	2		1								
	2		1								
	2		1								
	2		1								
	2		1								
	6		3	3				26			
	3		1½	1½				16			
	2		1					11			
	1		½					9			
	6		3	3				31			
	½		¼	¼				6			
	1		½	½				6			
	1		½	½							
	2		1	1				1			

BALANCE

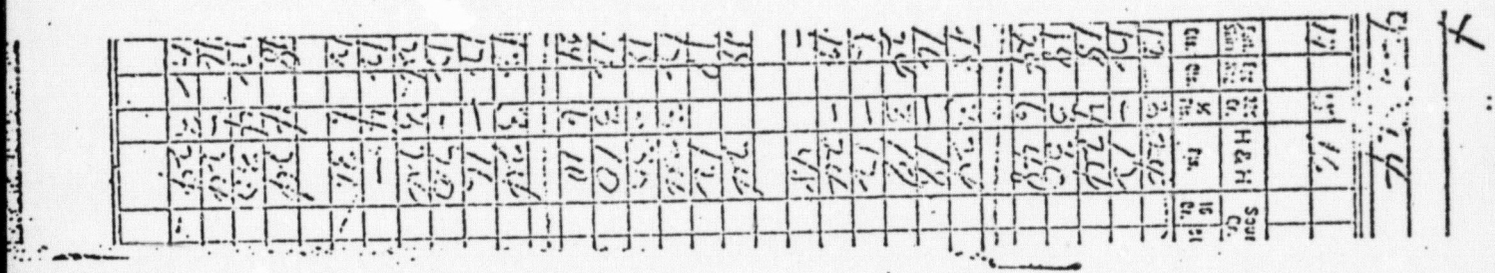
5/5/19

5520

A&P RECAPITULATION ØF PHYSICAL DELIVERIES

A&P #09 W04 MAR 66 PER RØUTE BØØK 4.11

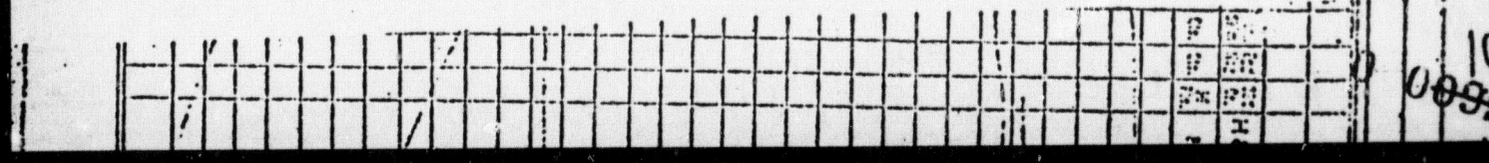
ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
H GAL	60	72	72	60	60	84	48	48	48	60	72	84	768	1536.00
ØTS	60	60	60	48	48	72	36	72	60	60	72	72	720	720.00
PP GAL	6	6	6	6	6	12	6	6	6	6	6	12	84	336.00
CHØC ØTS	3	0	0	0	0	3	3	3	3	3	0	0	18	18.00
BM H GAL	6	3	0	0	0	3	3	0	6	6	8	6	41	82.00
BM ØTS	6	3	0	0	0	3	3	3	6	6	8	6	44	44.00
BM H GAL 2	8	8	8	12	16	24	12	12	8	10	12	6	138	276.00
H GAL SKM	12	8	12	6	6	0	12	8	8	12	12	8	104	208.00
ØTS SKM	18	16	24	6	12	0	18	18	12	18	12	24	178	178.00
H PT XXX	3	0	3	0	0	0	0	0	3	0	3	6	18	18.00
PT H&H	24	18	18	12	24	48	24	12	24	30	10	10	254	254.00
			TØTAL PØINTS											3670-00



A&P RECAPITULATION ØF PHYSICAL DELIVERIES

A&P #09 W04 MAR 66 PER RØUTE BØØK 4.12.

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
GAL GLASS	4	8	4	4	4	8	4	4	4	4	4	4	56	224.00
CHØC SHK H	0	0	0	0	0	4	0	0	0	0	6	9	19	4.75
H GAL SKM	0	0	0	0	0	0	0	0	0	0	0	4	4	8.00
SØUR CRM 1	0	0	0	0	0	0	0	0	0	0	0	3	3	6.00
SØUR CRM 8	3	0	0	6	4	6	6	0	6	6	3	6	46	46.00
DIP-FØ	0	0	0	0	0	4	0	0	3	3	4	3	17	17.00
WHIP	0	0	0	0	3	2	0	0	0	3	3	0	11	11.00
SC H&H PT	2	6	8	8	8	10	3	0	3	3	3	6	60	60.00
TRIP WHIP 8	3	0	0	0	0	0	0	0	0	0	0	0	3	3.00
YGGURT H P	4	4	0	6	6	4	4	0	4	4	4	9	49	49.00
GAL 2%	0	0	0	0	0	4	4	0	0	4	0	0	12	48.00
			TØTAL PØINTS											476.75



Store No. 1

Address 3554 N. ASHLAND AVE

Name A & P

Manager FRANK BISEK Date 9-9590

Date	Milk				Coll. Cookies		Chec.		B.M.								H & H		Sour Cr.	
Other Days	5	2	3				7													
1	—	12	24				—		2	—	—	7	—	—	2	6				
2	—	—	24				—		—	—	—	21	6	4	—	12				
3	6	12	36				5		6	3	6	6	6		3	24				
4	6	12	36				12		3	6	9	3	6		4	36				
5	12	24	24				12			3	4	10	12		8	36				
6																				
7	6	12	36				24		12	—	9	8	4		3	24				
8	6	12	24				—		24		6	2	—		—	12				
9	6	24	12				24		—	14	4	6	10		—	—				
10	6	12	36				24		4	6	10	4	6		4	24				
11	6	12	36				—		6	6	6	6	8		4	24				
12	12	12	36				24		24	4	10	8	—		5	24				
13																				
14	6	12	24				12		—	4	4	2	6		2	12				
15	—	—	12				24		—	2	—	2	—		2	12				
16	6	12	24				12		2	—	—	—	—		—	—				
17	—	12	12				—		11	6	3	—	3		—	12				
18	6	12	24				—		3	3	6	6	6		6	12				
19	6	12	24				—		5	6	10	10	8		8	24				
20																				
21	12	12	36				3		3	6	12	10	8		4	24				
22	6	24	24				12		—	2	4	4	—			12				
23	—	12	12				—		—	2	2	—	6		—	—				
24	6	24	24				12		6	2	2	6	6		—	24				
25	6	12	12				—		—	3	3	4	4		4	12				
26	12	12	36				12		—	4	6	8	2		6	24				
27																				
28	6	12	36				12		4	12	—	6	6		2	24				
29	6	24	24				3		—	1	6	6	3		—	12				
30	—	24	12				—		—	3	—	6	—		—	6				
31	6	12	24				—		—	24	12	—	12		3	12				
	10																			

Directions REAR SOUTH DOOR

OPEN DAILY 9-O SUN 10-5 Cash SAT 1-6

Terms

Time to Serve To O.L.

DIP			Sc.	Thin	Cream Cottage Cheese				Yog.	Cott.	Pkgs	Bottle	XXX		
Pint	Quart	Half Gal.	Pint	Cream	Sour Cream	2%	L.C.	S.C.	S.C.	16 Oz.	Lbs.	Cap.	Count	CHARGE	PAID	BALANCE
																5521

VV-14

Store No. 1

Address 3259 ASHLAND AVE

Name A & P

Manager _____ Phone _____

Date	Class Milk (1) Qts.	Class Milk (1) Pts.	Class Milk (1) Cts.	Class Milk (1) ½ Pts.	Class (2) Cream Qts.	Class (2) Cream Pts.	Choc. Qts.	Choc. Pts.	Choc. ½ Pts.	B.M. Qts.	B.M. Pts.	Cottage Cheese	Sour Cream Pts.	Sour Cream ½ Pts.	H & H Qts.	H & H Pts.	H & H ½ Pts.	H & H Cts.	Sour Cream 16 Oz.	Sour Cream 8 Oz.
1	—	3							—										1	4
2	—	2																	—	1
3	6	6		—															1	1
4	5	1																	3	1
5	9	1																	—	6
6																				
7	6	4																	3	1
8	—	6																	—	1
9	7	4																	—	8
10	4	6																	2	1
11	6	6																	2	6
12	6	7																	2	6
13	4	4																	1	1
14	2	2																	—	—
15	—	3																	—	—
16	—	2																	—	—
17	6	6																	2	1
18	6	9																	6	2
19																				
20	4	6																	3	1
21	—	4																	—	—
22	4	3																	—	—
23	4	3																	—	—
24	6	6																	1	6
25	6	9																	3	2
26																				
27	4	1																	2	4
28	4	1																	—	—
29	6	3																	1	2
30	4	4																	3	6
31																				

55222

TLC

Directions

Cash

Terms

Time to Serve

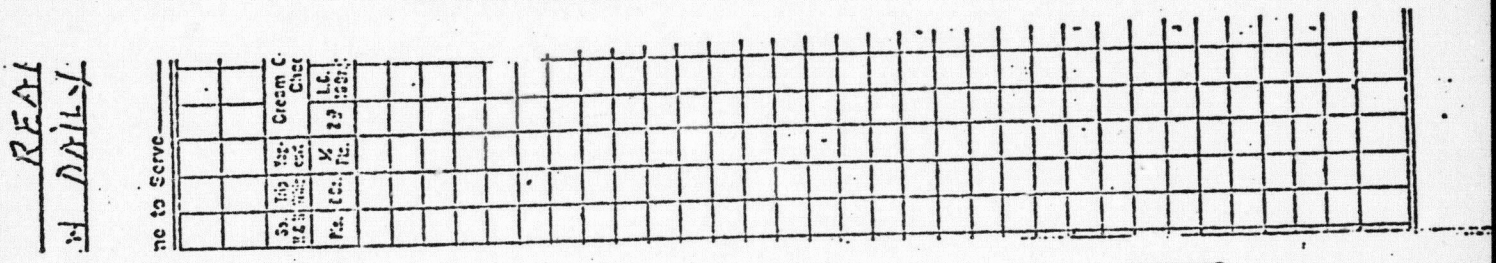
To O L

Dip			Cream Cottage Cheese											
													Bottle	
													Credit	Charge	Paid	Balance

A&P RECAPITULATION ØF PHYSICAL DELIVERIES

A&P #01 W04 MAR 66 5523 PER RØUTE BØØK 4.05

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
H GAL	12	12	24	12	12	12	12	0	12	12	12	12	144	288.00
ØTS	36	24	12	36	36	36	24	12	24	24	24	24	312	312.00
PP GAL	6	6	6	6	6	14	6	0	6	0	6	6	68	272.00
CHØC ØTS	2	0	2	2	0	4	4	2	4	0	0	0	20	20.00
BM H GAL	2	2	0	4	6	3	0	0	3	4	3	5	32	64.00
BM ØTS	0	3	4	6	6	4	4	2	0	6	3	6	44	44.00
BM H GAL 2	9	6	4	10	6	10	4	0	0	3	6	10	68	136.00
H GAL SKM	8	3	6	9	6	9	3	3	0	0	6	10	63	126.00
ØTS SKM	9	0	10	6	4	0	6	0	0	3	9	8	55	55.00
H PT XXX	3	0	0	2	4	5	2	2	0	0	6	8	32	32.00
PT H&H	24	12	0	24	24	24	12	12	0	24	12	24	192	192.00
						TØTAL PØINTS								1541.00



A&P RECAPITULATION ØF PHYSICAL DELIVERIES

A&P #01 W04 MAR 66 PER RØUTE BØØK 4.06

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
GAL GLASS	6	0	2	4	6	6	4	4	0	0	6	6	44	176.00
H GAL	48	60	48	60	60	72	48	24	24	48	60	96	648	1296.00
CHØC SKM H	0	0	0	0	0	0	5	0	0	8	4	12	29	58.00
SØUR CRM 1	3	0	0	2	2	2	4	0	0	0	6	6	25	50.00
SØUR CRM 8	4	4	8	10	6	6	6	0	0	0	10	9	63	63.00
P-FØ	2	0	2	0	0	2	3	0	0	0	0	0	9	9.00
MUF	2	0	0	2	3	3	2	0	0	3	0	3	18	18.00
SØ H&H PT	2	6	8	0	3	4	3	0	0	0	0	0	26	26.00
TRIP MHP 8	3	0	0	0	0	4	2	0	0	3	0	4	16	16.00
YØGURT H P	6	3	0	8	5	4	6	2	0	6	6	4	50	50.00
						TØTAL PØINTS								1762.00

104

Store No. 53

Address 320 N. LINCOLN AVE

Name A & P

Manager RICHARD GORDON Phone

Date	Milk Cal. Ass.	Milk % Cal.	Milk Cal.	Milk % Fat	Cal Garden Cal. Ass.	Cal Garden % Cal.	Choc. Cal.	Choc. % Fat	Choc. % Cal.	B.M. % Cal.	B.M. Cal.	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	H & H Fts.	Sour Cr. 16 Cr.	Sour Cr. Sec.
1																				
2																				
3																				
4																				
5																				
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7																				
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31																				

Directions

Cash

Terms

Time to Serve

To O L

Milk Whole Qts.	Milk Half & Half Qts.	Milk Cream Qts.	Sour Cream Pts.	Buttermilk Qts.	Yogurt Qts.	Cream Cottage Cheese 2 oz.	Cream Cottage Cheese 1/2 C. 100z.	Cream Cottage Cheese S.C. 1/2 Pt. 8 oz.	Cream Cottage Cheese S.C. Pt. 16 oz.	Whipping Cream 1/2 Pt.	Butter Lbs.	Eggs Doz.	Bottle Credit

CHARGE		PAID		BALANCE	

BALANCE

Store No. 33

Address

Name Clark

Manager Phone

Sch. Order	1	2	3						9									16		
Other Days	✓	✓	✓						✓									✓		

Date	Cal. 423 Milk				Gall Pardon		Choc.		Choc. Drink	B.M.		Ice Cream		Fruit Drinks			S & H	Sour Cr.	
	Sk. Lge.	Sk. Sm.	Cts.	½ Pts.	Gal.	½ Gal.	Cts.	½ Pts.	½ Pts.	½ Gal.	Cts.	½ Pt.	½ Gal.	Gls.	Qts.	½ Pts.	Pts.	½ Cr.	Cot.
1	—																		
2	—	—	/																
3		36	12			—	2	6										—	
4	2	36	72									2					25	6	5
5	—	36	24														25	6	5
6																			
7	1	36																1	1
8	4	12	24					—									20	—	—
9	2	[illegible]	[illegible]									1					[illegible]	1	1
10	6	24	[illegible]									[illegible]					15	—	—
11	10	36	36					6				2					25	5	5
12	12	4	24									1					—	—	5
13																			
14	11	12	12									1						3	4
15	—	—	12					—				—					25	—	—
16	4	36	24									—					25	—	—
17	6	36	24					6									15	4	—
18	8	48	36					6									20	6	5
19	—	36	24														15	3	10
20	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
21	8	24	24									1					15	—	—
22	8	36	24									2					20	—	—
23	8	36	—									—					—	5	5
24	—	—	12									—					10	—	—
25	12	36	24					6				—					25	5	5
26	8	12	12									—					20	3	4
27																			
28	4	12	24									—					—	—	—
29	—	12	12									—					15	—	—
30	8	36	24									—					10	—	—
31	4	24	24									—					10	—	—

Directions

Cash

Term

Time to Serve

To O L

Bottle	CHARGE	PAID	BALANCE
	X-X-X		
4			
11			
11			
12			
5			
5			
11			
3			
14			5525
9			
2			
11			
3			
11			
12			
5			
4			
16			
5			

BALANCE X X X

Store No. #135

Address 1003 E. Main St.

Name Frank Zeller Phone EV-6-7598

Manager

Date	Milk Qts.	Milk ½ Gl.	Milk Cts.	Milk ½ Pts.	Cott. Cheese Cr. Loc	Cott. Cheese ½ Gal.	Choc. Qts.	Choc. ½ Gal.	B.M. Qts.	B.M. ½ Gal.	Cr. & Cts. Qts.	Cr. & Cts. ½ Gal.	Sour Cr. Qts.	Sour Cr. Cts.	Sour Cr. ½ Pts.	H & H Pts.	Sour Cr. Cr.	Sour Cr. Sour
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31																		

From Store

Directions

Cash

Terms

Time to Serve

To O'

Dip				Sa.	Tub	Tub	Cream Cottage Cheese				Tub	Del-	Eggs	Bottle				
8 Oz.	8 Oz.	8 Oz.		Pint	8 Oz.	½ Pint	2 #	L.C. 1 lb 8 Oz.	S.C. 12 Oz.	C.C. 8 Oz.	16 Oz.	Lbs.	Doz.	Cash	CHARGE		PAID	EXCHANGE

Store No. #135 WOS Mon 61

Address 1693 N. North Ave

Name Carl's

Manager Frank Fuller Phone FU-6 4634

Date	Milk Gal.	Milk ½ Gal.	Milk Qts.	Milk ½ Pts.	Gail Borden Gal.	Gail Borden ½ Gal.	Choc. Gal.	Choc. ½ Gal.	Choc. Qts.	B.M. ½ Gal.	B.M. ½ Pts.	B.M. Qts.	Cream ½ Gal.	Cream ½ Pts.	Cream Qts.	Cream Cups	Cream ½ Cups	H & H ½ Gal.	H & H Pts.	Sour Cr. ½ Pts.	Sour Cr. Cups
1																					
2																					
3																					
4																					
5																					
6																					
7																					
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31																					

Fred Dow

P. L.

Directions

Cash

Terms

Time to Serve

To O L

Dip			Sq. Ice	Top Milk	Top Cream	Cream Cottage Cheese				Thick Cream	Buttermilk	Eggs	Bottle			
Sour Cream	Sour Cream Plain	Sour Cream														
8 Oz.	8 Oz.	8 Oz.	Pts.	8 Oz.	½ Pts.	2 Lb.	1 Lb.	½ Lb.	½ Lb.	16 Oz.	Pts.	Doz.	Credit	Charge	Paid	Balance
												1				

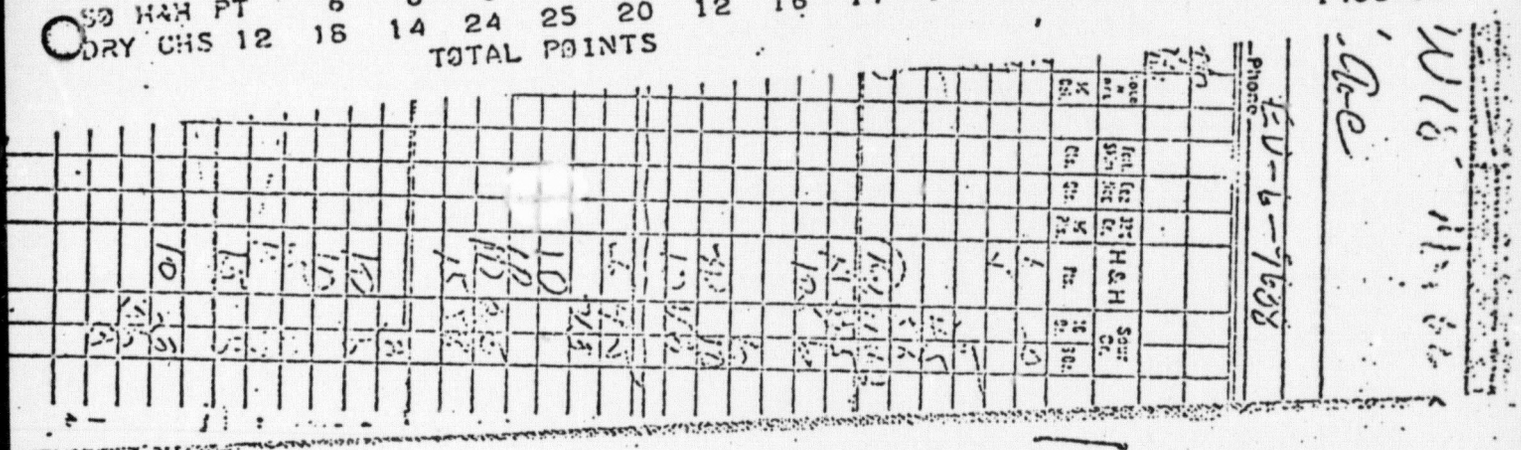
5527

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5528 b

PER ROUTE BOOK 10.06

AP135 W18 MAR 66

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	12	16	12	12	20	24	12	8	4	12	20	20	172	688.00
H GAL	12	24	0	0	24	24	12	24	12	12	12	36	192	384.00
QTS	12	24	0	0	12	12	12	12	12	12	24	12	144	144.00
CHOC SKM H	0	0	0	0	0	0	0	6	4	3	0	6	19	38.00
PT H&H	15	10	0	0	20	10	6	0	10	10	10	15	106	106.00
SOUR CRM 1	3	0	0	0	0	4	4	2	0	0	3	5	21	42.00
SOUR CRM 8	5	6	6	6	10	6	5	3	0	0	5	8	60	60.00
DIP-FC	2	0	0	0	2	4	0	4	0	0	0	8	20	20.00
DIP-DB	1	0	0	0	0	0	0	1	0	0	0	2	4	4.00
SO H&H PT	6	6	0	0	6	3	3	0	0	0	6	24	54	54.00
DRY CHS 12	18	14	24	25	20	12	16	17	17	14	36	0	213	213.00
						TOTAL POINTS								1753.00

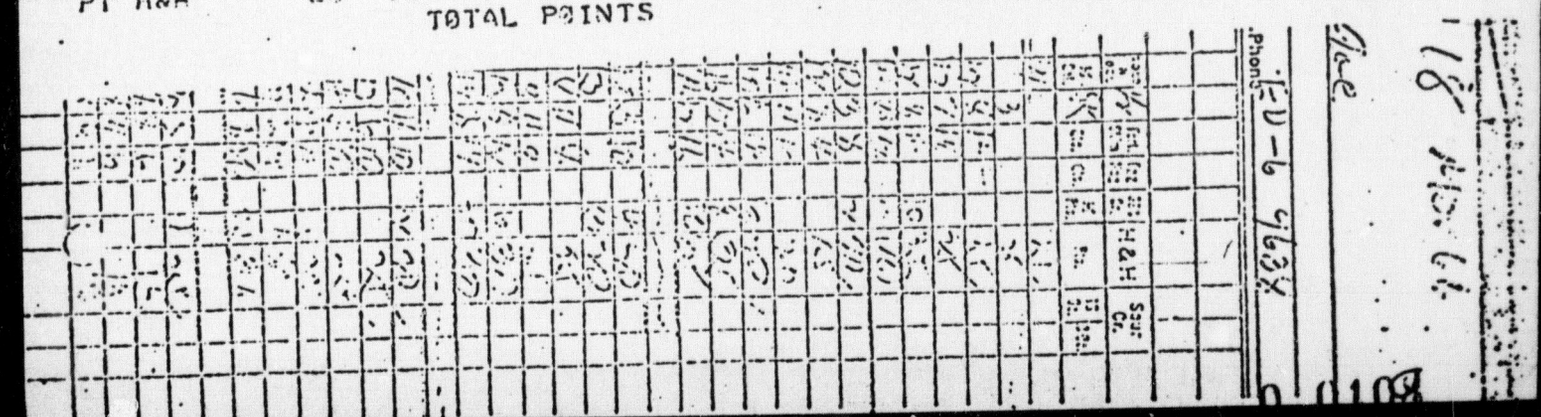


A&P RECAPITULATION OF PHYSICAL DELIVERIES

PER ROUTE BOOK 18.05

AP135 W18 MAR66

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	60	60	60	60	72	84	60	60	60	60	84	84	804	1608.00
QTS	24	24	24	24	48	48	24	24	24	24	24	40	352	352.00
PP GAL	6	6	6	6	12	12	6	6	6	6	12	12	96	384.00
CHOC QTS	2	1	1	2	2	2	2	0	0	0	1	2	15	15.00
BM H GAL	1	1	2	2	0	1	2	1	1	1	2	2	16	32.00
BM QTS	2	1	3	3	0	2	3	4	2	2	4	5	31	31.00
BM H GAL 2	10	12	14	10	16	18	10	3	8	8	12	14	135	270.00
H GAL SKM	3	8	4	6	10	12	5	4	4	6	5	6	73	146.00
QTS SKM	8	4	10	14	4	16	10	0	8	8	12	14	108	108.00
H PT XXX	2	0	0	6	8	20	4	3	0	0	6	20	69	69.00
PT H&H	20	15	20	20	35	5	20	20	25	25	30	30	265	265.00
						TOTAL POINTS								3280.00



Store No. 407

Address 4th & Madison / Ave

Name

Phone NI-4-9435

Date	Milk			Cell Carton	Choc.		S.M.						H & H	Sour Cr.	
	Skim	½ Gal.	Gal.	½ Gal.	Gal.	½ Pts.	½ Pts.	Gal.	½ Gal.	½ Pts.	Gal.	½ Gal.	½ Pts.	Pts.	½ Pt.
1															
2															
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31															

Directions P L

Cash

Terms

Time to Serve

To O L

D.I.P.			Sq.	Tom	Veg.	Cream Cottage Cheese			Veg.	Cot.	Eggs	Bottle
8 Oz.	8 Oz.	8 Oz.	Pts.	8 Oz.	32 Pts.	2 oz	1 lb.	5 lb.	5 lb.	10 Oz.	Lbs.	Doz.	Qts.

CHEESE	PAID	BALANCE

5529

BALANCE

Store No. #37

Address 5202 Madison St

Name C-E-D.

Phone NE-6-1559

Directions

5530	Milk				Choc.			B.M.							H & H	Sour Cr.		Dip		
	½ Gal.	Pts.			½ Gal.	Pts.	½ Pt.	½ Gal.	Pts.	½ Pt.		½ Gal.	Pts.	½ Pt.	Pts.	½ Pt.	Pt.			
1																				
2																				
3																				

Directions _____

Cash _____

Terms _____

Time to Serve _____ To O L _____

Dip			Sq. Cott.	Tins	Yogurt	Cream Cottage Cheese				Bottle	CHARGE	PAID	BALANCE
8 Oz.	8 Oz.	8 Oz.	Pts.	8 Oz.	½ Pts.	2 #	½ Pt.	8 Oz.	16 Oz.	Qts.	Cash			

RECAPITULATION

Customer LDP #84

Address

Type of Coin Units											
Units	Coins	Units	Coins	Units	Coins	Units	Coins	Units	Coins	Units	
					12		12				
					15		15				
					14		14				
					17		17				
60	1				11		11				
					16		16				
					20		20				
					11		11				
					12		12				
					18		18				
					35		35				
					10		10				

OF PHYSICAL DELIVERY

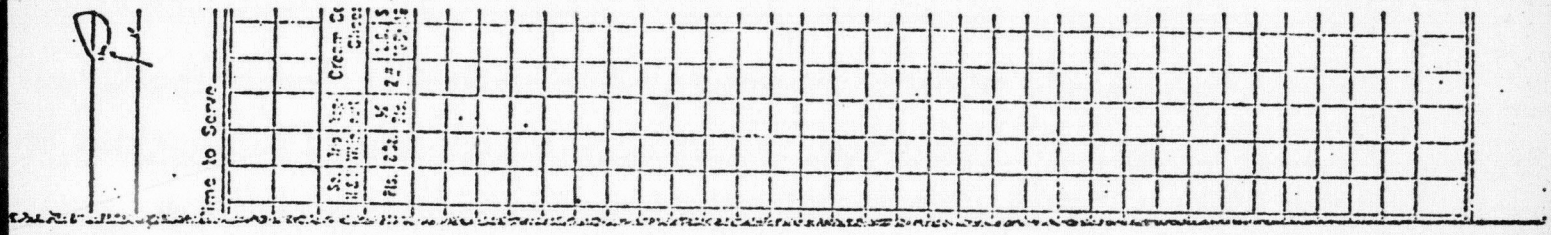
Per Route Book # 017-(21) Period March 1.1.

												SUB-TOTAL	
CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	CASES	UNITS	UNITS	CASES

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5532

A&P #37 W18 MAR 66 PER ROUTE BOOK 18.20

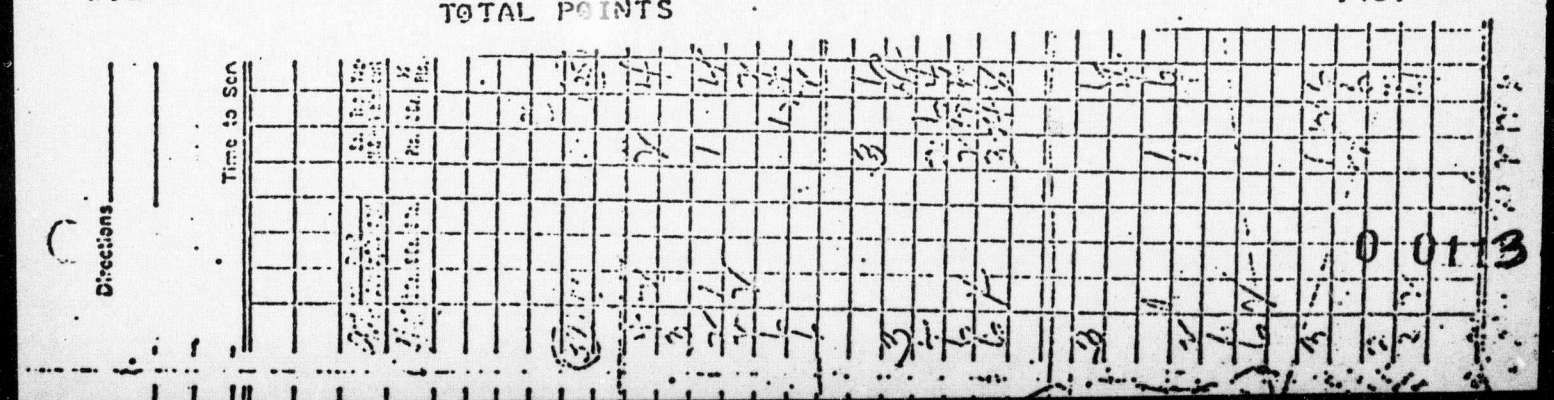
ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	72	96	60	60	240	360	108	60	60	120	240	360	1836	3672.00
QTS	48	48	48	48	96	96	48	72	48	96	96	120	864	864.00
PP GAL	18	18	18	18	35	36	36	18	18	24	36	42	317	1268.00
CHOC QTS	3	3	2	2	6	3	3	2	3	3	6	3	39	39.00
BM H GAL	12	12	12	12	24	24	24	12	12	0	0	0	144	288.00
BM QTS	24	24	0	48	48	48	48	24	24	0	0	0	288	288.00
BM H GAL 2	3	3	0	3	3	3	3	2	2	2	6	3	33	66.00
H GAL SKM	3	3	2	4	6	3	4	0	4	0	6	6	41	82.00
QTS SKM	6	6	3	6	12	6	12	12	12	0	12	20	107	107.00
H PT XXX	2	1	1	0	0	0	0	1	0	0	0	0	5	5.00
PT H&H	15	15	15	20	36	24	10	15	20	0	36	36	242	242.00
						TOTAL POINTS								6921.00



A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #37 W18 MAR 66 PER ROUTE BOOK 18.21

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	24	16	24	24	40	40	24	20	20	40	60	0	332	1328.00
CHOC SKM H	3	3	3	3	0	3	3	3	3	3	4	0	31	62.00
CHOC H PT	0	10	15	10	15	15	15	12	0	15	15	0	122	30.50
BM QTS	0	0	24	0	0	0	0	0	0	0	0	0	24	24.00
H PT XXX	0	0	0	0	0	0	0	0	0	0	0	0	0	.00
SOUR CRM 1	3	0	2	2	6	4	4	2	2	2	8	0	35	70.00
SOUR CRM 8	4	2	0	4	8	2	6	3	4	1	8	0	42	42.00
DIP-FO	2	0	1	2	0	0	0	0	0	0	4	0	9	9.00
SO H&H PT	2	0	1	0	0	0	3	0	2	2	3	0	13	13.00
WRIP WHP 8	0	0	0	0	12	0	0	0	6	12	24	0	54	54.00
YOGURT H P	4	0	4	2	4	2	6	4	4	4	8	0	42	42.00
QTS H&H	4	3	2	2	6	6	0	3	4	6	6	0	42	84.00
						TOTAL POINTS								1758.50



0 0113

Store No. #135

Address 1003 W. Main Ave

Name

Manager Frank Lucia Phone EV-6-7658

Date	Milk				Gail Borden		Choc.		B.M.						H & H	Sour Cr.	
	Sk. Milk	½ Gal.	Cts.	½ Pts.	Orig. Lge.	½ Pts.	Reg.	½ Pts.	½ Gal.	½ Pts.	Cts.		½ Gal.	Fat. Skim	Fat. Buc.	Sour Cr. ½ Pts.	Pts.	½ Pt.	Cts.
1	17	1	17														1		10
2	14	-	17														2		
3	12	1	17																5
4	16	16																2	5
5	16	18																2	10
6	10	10	10														10		
7	17	17	17														11	2	15
8	14	12	17														10		
9	17	—	—																
10	17																		
11	20	19	17														20		
12	16	16	17														13	2	10
13																			
14	17	17	17														6	2	10
15	15	19	17															2	15
16	14	17	17														10		
17	23	17	17														18		
18	13	17	17														10	2	5
19	20	26	—														15	2	10
20																			
21	17	17	17															2	
22	17	17	17														12		
23	16		17														12		
24	14	14																	
25	20	17	17														15		
26	20	17	17																
27																			
28	17	17	17														10	2	
29	5	17	5															2	
30	5	17																2	
31	20	20	17																

From Store

Directions

Cash

Terms

Time to Serve

To O L

Milk	Cream	Sour Cream	Sour Milk	Yogurt	Cream Cottage Cheese				Whipping Cream	Buttermilk	Eggs	Bottle
8 Oz.	8 Oz.	8 Oz.	Pts.	8 Oz.	½ Pts.	2 #	L.C. 16 Oz.	C.C. 16 Oz.	S.C. 8 Oz.	15 Oz.	Qts.	Doz.	Credit

CHARGE	PAID	BALANCE

T. P. 135 W 10 Ave 61.

Store No. #135

Address 1693 7th Ave

Name Grant's

Manager Tom P. Miller Phone EV-6 4634

Date	Milk Qt.	Milk ½ Gal.	Milk Gal.	Milk ½ Pts.	Gail Borden Qt.	Gail Borden ½ Pts.	Choc. Qts.	Choc. ½ Pts.	Choc. ½ Gal.	B.M. ½ Gal.	B.M. Gal.	Cream Pints	Cream ½ Pts.	Cream Cups	Cream Cottage Cheese	Cream Sour Cr. ½ Pts.	H & H Pts.	Sour Cr. ½ Pts.	Sour Cr. Gal.
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5534

5510

Front Door

P. L.

Directions

Cash

Terms

Time to Serve

To O L

D.F.			Sc.	Tom.	Yog.	Cream Cottage Cheese				Yog.	Sour	Eggs	Bottle			
Sk. Milk	Buttermilk															
8 Oz.	8 Oz.	8 Oz.	Pts.	8 Oz.	Qt. Pts.	2 F	1 C. 16 Oz	S.C. 16 Oz	S.C. 8 Oz.		16 Oz.	Lbs.	Doz.	Check	CREDIT	PAID	BALANCE
													1				

9110 0

A&P RECAPITULATION OF PHYSICAL DELIVERIES

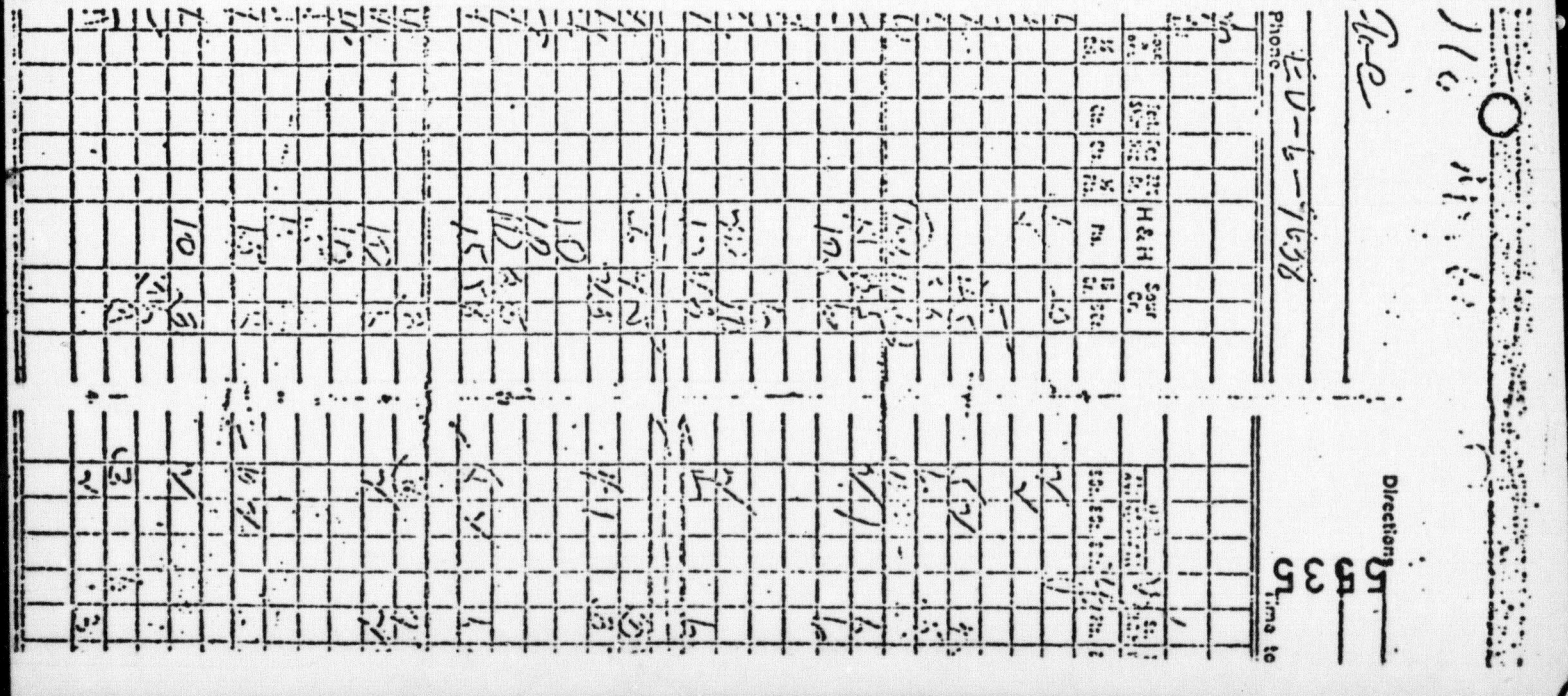
AP135 W18 MAR66 PER ROUTE BOOK 18.05

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	60	60	60	60	72	84	60	60	60	60	84	84	804	1608.00
QTS	24	24	24	24	48	48	24	24	24	24	24	40	352	352.00
PP GAL	6	6	6	6	12	12	6	6	6	6	12	12	96	384.00
CHOC QTS	2	1	1	2	2	2	2	0	0	0	1	2	15	15.00
BM H GAL	1	1	2	2	0	1	2	1	1	1	2	2	16	32.00
BM QTS	2	1	3	3	0	2	3	4	2	2	4	5	31	31.00
BM H GAL 2	10	12	14	10	16	18	10	3	8	8	12	14	135	270.00
H GAL SKM	3	8	4	6	10	12	5	4	4	6	5	6	73	146.00
QTS SKM	8	4	10	14	4	16	10	0	8	8	12	14	108	108.00
H PT XXX	2	0	0	6	8	20	4	3	0	0	6	20	69	69.00
PT H&H	20	15	20	20	35	5	20	20	25	25	30	30	265	265.00
					TOTAL POINTS									3280.00

A&P RECAPITULATION OF PHYSICAL DELIVERIES

AP135 W18 MAR 66 PER ROUTE BOOK 10.06 1506

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	12	16	12	12	20	24	12	8	4	12	20	20	172	688.00
H GAL	12	24	0	0	24	24	12	24	12	12	12	36	192	384.00
QTS	12	24	0	0	12	12	12	12	12	12	24	12	144	144.00
CHOC SKM H	0	0	0	0	0	0	0	6	4	3	0	6	19	38.00
PT H&H	15	10	0	0	20	10	6	0	10	10	10	15	106	106.00
SOUR CRM 1	3	0	0	0	0	4	4	2	0	0	3	5	21	42.00
SOUR CRM 8	5	6	6	6	10	6	5	3	0	0	5	8	60	60.00
DIP-FS	2	0	0	0	2	4	0	4	0	0	0	8	20	20.00
DIP-DB	1	0	0	0	0	0	0	1	0	0	0	2	4	4.00
SO H&H PT	6	6	0	0	6	3	3	0	0	0	6	24	54	54.00
DRY CHS 12	18	14	24	25	20	12	16	17	17	14	36	0	213	213.00
					TOTAL POINTS									1753.00



22 nd #134 W18 Nwn Ln

Store No. #134

Address 440 Lake St Park Park

Name Cafe

Manager [illegible] Phone

Sat. Order																												
Other Days																												
	• Milk				Roll Cordon			Choc.			B.M.									H & H		Sour Cr.		
Date	Sat. Only	½ Gl.	Gls.		½ Pts.	½ Gl.		Gls.	½ Pts.	½ Pts.	½ Gl.	Gls.		½ Gl.		Gls.	Gls.	½ Pts.	Pts.	15 Gl.	30 Gl.			
1																												
2																												
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0117

Directions Rear Parking Lot

P.L

Cash

Terms

Time to Serve To O L

Milk			Sour Cream	Sour Milk	Yogurt	Cream Cottage Cheese			Whipping Cream	Butter	Eggs	Bottle
Qts.	½ Gal.	Gal.	Pts.	Qts.	½ Pts.	2 #	L.C. (16 Oz.)	S.C. (12 Oz.)	S.C. (8 Oz.)	½ Pt.	Lbs.	Doz.	Credit

CHARGE	PAID	BALANCE

5536

BALANCE

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5537

#134 A&P 940 LAKE STREET OAK PARK W18 MAR 66 PER ROUTE BOOK 18.23

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	3	0	0	3	0	6	0	3	2	2	4	2	25	100.00
H GAL	24	24	24	24	12	36	24	24	24	36	24	24	300	600.00
QTS	18	18	24	24	12	24	24	24	18	18	24	24	252	252.00
CHOC SKM H	0	0	0	0	0	3	0	0	2	0	4	2	11	22.00
CHOC QTS	0	1	0	0	2	0	2	0	1	0	1	3	10	10.00
BM H GAL	1	0	0	2	0	0	3	0	0	2	1	2	11	22.00
BM QTS	2	0	3	2	0	2	3	2	0	3	2	3	22	22.00
BM H GAL 2	6	6	6	0	6	6	0	4	6	6	6	6	58	116.00
H GAL SKM	6	3	0	6	4	6	6	0	6	0	6	4	47	94.00
QTS SKM	8	0	4	4	8	10	8	8	4	6	4	6	70	70.00
PT H&H	20	20	10	10	10	20	15	20	20	15	5	10	175	175.00
SOUR CRM 1	0	2	4	4	6	4	0	0	0	0	2	2	24	48.00
SOUR CRM 8	6	6	3	3	8	6	3	4	0	3	6	6	54	54.00
DIP-FO	2	0	0	0	0	3	0	0	0	2	0	0	7	7.00
SO H&H PT	2	0	4	0	4	6	2	0	0	0	2	0	20	20.00
TRIP WHP 8	6	0	0	0	4	6	0	0	0	0	0	0	16	16.00
YOGURT H P	6	6	4	6	0	0	4	0	0	6	4	4	40	40.00
QTS H&H	2	2	3	0	0	2	3	2	2	0	0	0	16	32.00
						TOTAL POINTS								1700.00

Directions

A&P RECAPITULATION OF PHYSICAL DELIVERIES

#134 A&P 940 LAKE STREET OAK PARK W18 MAR 66 PER ROUTE BOOK 18.22

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	24	24	24	12	36	0	24	24	24	12	12	24	240	480.00
QTS	24	12	24	12	12	0	12	24	36	12	12	12	192	192.00
PP GAL	4	6	2	2	4	0	6	4	2	2	2	2	36	144.00
CHOC QTS	2	0	2	0	2	0	2	0	0	2	2	1	13	13.00
BM H GAL	3	0	2	1	2	0	2	0	0	0	2	3	15	30.00
BM QTS	2	0	0	1	2	0	3	0	1	0	3	1	13	13.00
BM H GAL 2	12	12	12	6	18	0	0	6	12	6	12	12	108	216.00
QTS SKM	6	0	0	8	6	0	8	4	4	6	6	6	54	54.00
H PT XXX	4	0	2	3	6	0	6	0	3	3	10	10	47	47.00
PT H&H	5	0	8	10	0	0	10	5	5	0	5	5	53	53.00
YOGURT						TOTAL POINTS								~~1245.00~~ 76.00
	4	0	0	8	6	0	6	0	0	0	6	6	38	

TOTAL POINTS 1318.00

Inv

Ralph Pugh

0 0118

Store No. 577

Address 11 W. Madison Oak Park

Name Jewel

Manager Phone

Date	Milk				Sell Double		Choc.		Choc. Milk		B.M.										H & H	Sour Cr.	
	2% Pts.	½ Gal.	Gls.		Pts.	½ Pts.	½ Gal.	Gls.	½ Pts.	½ Gal.	½ Pts.	½ Gal.	Gls.								Pts.	16 oz.	32 oz.
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2																							
3																							
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Directions

Rear

Terms

Time to Serve

To O L

8 Oz.	6 Oz.	5 Oz.	Qts.	Pts.	Cups	Yogurt	Cream Cottage Cheese 2 lb	1 lb	½ lb	¼ lb	Sour Cream	Jellied	Eggs	Bottle Credit	CHARGE	PAID	BALANCE

Store No. 24 Address 11 N. Douglas Name C.W. Manager Mary Alexander Phone

Date	Milk	Cal Butter	Choc.	S.M.	½	H & H	Sour Cr.
1							
2							
3							
4							
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6							
7							
8							
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30							
31							

Directions Ray South Pair

P.L.

Cash

Terms

Time to Serve

To O L

D.I.P.			Se.	Tri-	Veg-	Cream Cottage Cheese			Veg.	Egg	Egg	Bottle	CHARGE	PAID	BALANCE
30z.	60z.	90z.	Fls.	90z.	35 Fls.	2 0	L.F. 1002.	S.C. 1602.	S.C. 302.	16 Oz.	Use.	Doz.	Credit			

5589

...ULATION OF PHYSICAL DELIVERIES 5540

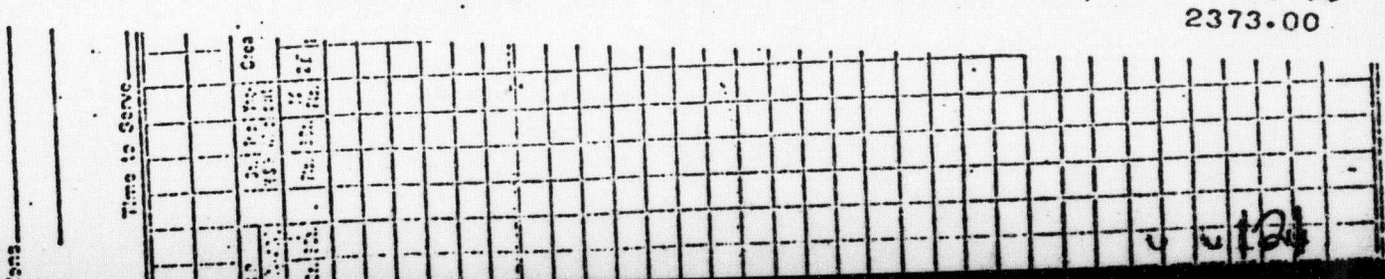
A&P #77 W18 MAR 66 PER ROUTE BOOK 18.25

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	12	14	12	14	12	24	12	10	10	12	10	16	158	632.00
H GAL	60	72	60	96	96	84	60	60	60	84	96	60	888	1776.00
QTS	24	24	24	24	24	36	0	24	24	24	24	24	276	276.00
CHOC SKM H	2	3	2	2	0	0	2	3	6	8	0	0	28	56.00
CHOC SHK H	0	0	4	0	0	0	0	0	0	0	0	0	4	16.00
BM H GAL 2	12	36	24	18	18	36	12	24	24	24	24	12	264	528.00
H PT XXX	6	0	0	0	0	0	0	0	0	0	0	0	6	6.00
PT H&H	42	24	0	24	24	44	20	24	24	24	24	44	318	318.00
SOUR CRM 1	4	0	4	6	6	4	2	0	4	4	0	0	34	68.00
SOUR CRM 8	4	8	6	6	8	8	4	4	2	6	6	8	70	70.00
DIP-FO	0	0	0	3	2	2	0	0	4	4	0	2	17	17.00
DIP-DB	0	0	0	3	2	2	0	0	0	0	0	2	9	90.00
WUP	0	0	0	0	0	2	2	0	0	0	2	0	6	6.00
SO H&H PT	3	4	4	6	6	3	2	2	0	2	4	3	39	39.00
TRIP WHP 8	0	0	0	0	0	0	0	24	0	0	0	0	24	24.00
YOGURT H P	0	0	6	5	3	3	0	0	3	0	4	8	32	32.00
GAL 2%	4	8	4	6	6	8	6	6	6	6	6	8	74	296.00
				TOTAL POINTS										4154.00

A&P RECAPITULATION OF PHYSICAL DELIVERIES

#77 A&P N.HARLEM W18 MAR 66 PER ROUTE BOOK 18.77

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	24	24	24	48	48	48	0	0	24	24	24	0	288	576.00
QTS	24	24	24	24	24	24	24	0	24	24	24	24	264	264.00
PP GAL	7	12	10	16	12	12	10	12	12	12	8	12	135	540.00
CHOC QTS	2	0	2	3	2	3	3	3	3	4	2	0	27	27.00
BM H GAL	6	4	0	4	4	4	4	0	6	8	4	0	44	88.00
BM QTS	6	10	4	4	3	6	6	6	6	6	3	6	66	66.00
BM H GAL 2	24	0	0	12	12	0	0	0	12	12	0	0	72	144.00
H GAL SKM	12	12	0	12	10	18	18	20	18	20	18	0	158	316.00
QTS SKM	12	12	0	14	12	18	12	12	18	18	12	12	152	152.00
H PT XXX	4	0	6	8	6	8	4	6	6	10	6	0	64	64.00
PT H&H	0	22	22	20	20	0	0	0	12	0	20	20	136	136.00
				TOTAL POINTS										2373.00



Store No. #26

Address 2433 N. Harlem Ave Berwyn Ill

Name H. P.

Manager Tony Schultz Phone 71-9-9633

| Sales Check | 1 | 2 | 3 | | |

Directions: Serve Room Temp - South End of Ride

No Gals Goc Del

Cash

Terms

Time to Serve 6:55 A.M. To O L

5541

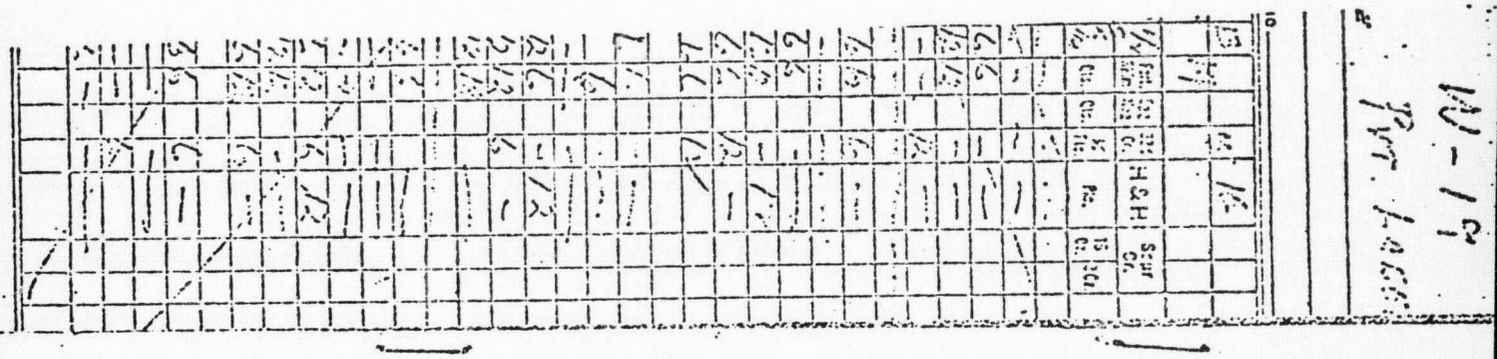
Dip			Sour Cream	Tropicana	Yogurt	Cream Cheese				Kefir	Buttermilk	Eggs	Bottle
Qts.	Pts.	8 Oz.	Pts.	Qts.	Pts.	8 Oz.	4 Oz.	3 Oz.	2 Oz.	16 Oz.	Qts.	Doz.	Credit

5542

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #26 W19 MAR 66 PER ROUTE BOOK 19.04

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	48	48	60	60	60	84	24	24	12	60	72	84	636	1272.00
OTS	36	24	12	12	24	48	24	12	0	24	24	48	288	288.00
PP GAL	6	6	18	12	12	24	12	6	0	0	18	6	120	480.00
CHOC OTS	0	0	6	0	0	6	0	0	0	0	0	0	12	12.00
BM H GAL	0	0	0	0	0	0	0	6	0	0	0	0	6	12.00
BM H GAL 2	6	0	6	12	6	6	0	0	0	12	12	6	66	132.00
H GAL SKM	6	0	6	12	6	6	6	0	0	12	12	12	78	156.00
OTS SKM	6	0	6	12	6	6	6	6	0	6	12	18	84	84.00
H PT XXX	6	0	0	0	12	12	0	0	0	0	6	0	36	36.00
PT H&H	0	0	0	12	0	0	0	0	0	12	0	0	24	24.00
			TOTAL POINTS											2496.00



A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #26 W19 MAR 66 PER ROUTE BOOK 19.03

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	8	8	4	12	16	20	8	8	0	12	16	20	132	528.00
H GAL	36	48	60	60	72	96	24	36	48	60	84	108	732	1464.00
O[illegible]	36	24	24	24	48	48	24	24	24	24	48	48	396	396.00
CHOC SKM H	0	0	0	12	0	0	0	0	12	6	12	24	66	132.00
CHOC OTS	6	0	0	6	0	0	0	0	6	0	6	0	24	24.00
CHOC H PT	12	0	0	12	16	16	12	0	0	12	16	0	96	24.00
BM H GAL	6	0	0	0	12	0	0	6	0	0	12	6	42	84.00
BM OTS	6	0	12	6	6	12	12	6	0	18	12	6	96	96.00
BM H GAL 2	6	6	0	12	12	18	6	6	0	12	12	18	108	216.00
H GAL SKM	6	6	6	6	12	18	6	6	0	12	18	12	108	216.00
OTS SKM	6	6	12	12	24	0	0	0	0	12	24	12	108	108.00
H PT XXX	6	0	6	0	12	0	0	0	0	0	12	0	36	36.00
PT H&H	42	24	42	0	84	84	24	42	24	24	84	84	558	558.00
SOUR CRM 1	6	0	12	0	24	0	0	0	0	0	18	6	66	132.00
SOUR CRM 8	12	0	24	0	36	0	0	0	0	12	24	0	108	108.00
P-FS	6	0	6	6	0	0	0	0	0	6	12	6	42	42.00
DIP-DS	2	0	0	0	0	0	0	0	0	2	2	0	6	6.00
WUP	6	0	0	0	16	12	6	0	0	0	12	12	64	64.00
SO H&H PT	6	0	12	0	12	12	0	0	6	0	12	6	66	66.00
TRIP WHP 8	0	0	0	0	12	0	0	0	0	12	0	0	24	24.00
YOGURT H P	6	0	0	0	0	0	6	6	0	6	18	0	43	48.00

Store No. #79 JEWEL

Address 520 FULLERTON AVE.

Name R. P.

Manager SYL FEDERICHI Phone

Date	Milk			Gail Borden	Chec.	B.M.					H & H	Sour Cr.	
1	24	60	24				6	6	6		24		
2	20	60	24				6	6	6	6	24		
3	24	72	24		6		6	6		12	24	12	
4	32	120	48		12	12	12	12	12	12	48	24	12
5	32	120	48		12	12	12	12	12	12	48	24	12
6													
7	32	60	24		6	6	6	6	6	6	24	12	
8	24	60	24				6	6	6		24		
9	20	72	48				6	6			24		
10	20	72	48		6		12	12	12	6	12	12	
11	32	120	48		12	12	12	12	12	6	48	24	12
12	32	120	48		12		12	12	12	12	48	24	12
13													
14	32	60	24		6	6	12	12	12	6	24	12	
15	24	60	24				6	6	6		24		
16	24	60	24		6		12	12	12	6	24		
17	32	72	48		6	12	12	12	12	6	48	12	
18	40	120	48		12	12	12	12	12	6	48	12	
19	40	120	48		12	12	12	12	12	6	48	12	
20													
21	32	60	24		6	6	12	12	12	6	24	12	
22	24	60	24				6	6	6		24		
23	24	60	24		6		6	6	6		24		
24	40	120	48		12		12	12	12	6	48	12	
25	40	120	48		12	12	12	12	12	6	48	12	
26													
27													
28	32	60	24		6	6	12	12	12		24	12	
29	24	60	24				6	6	6		24		
30	40	120	48				12	6	6	12	24	12	
31	32	72	48		6		12	6	12	6	48	12	

84 QTS. 11.14 1-1 Pkg X 2.4

1210 0

Directions KEEP UNDER EAST WHEEL INTO COOLER Cash KEY #5

Terms #134 - Rankin

Time to Serve 9:25 A.M. To 6732 - Ann Lucas

Wk.	Dip			Sour Cream	Imo Mix	Tapioca	Cream Cottage Cheese				Tapioca	Cottage Cheese	Cream	Bottle
40	8 oz.	8 oz.	8 oz.	Pint	Pint	Pint	24	1/2 Gal.	1 Gal.	2 Gal.	1/2 Gal.	Qt.	Pint	Bottle
														39
7	1			1	-	-								36
7	6	1		1	-	-								43
7	1			1	-	1								28
7	1			1	-	-								24
7	6			1	-	1								42
7	6			1	-	-								42
7	1			-	1	6								24
7	6			1	-	1								28
7	1			1	1	6								24
7	1			1	-	1								38
7	1			1		10								
7				2	-	4								56
7				-	-	6								40
7				-	-	6								42
7	1			3	-	4								30
7	1			1	-	6								
7	6			1	-	6								71
7	1			-	-	-								21
7	6			1	-	6								42
7	1			2	-	6								24
7	1			1	-	4								20
7	6			1	-	6								43
6	1			1	-	6								76
28	6			1	-	6								30
7	6			1	-	6								34
7	1			1	-	6								24

BALANCE

5543

Store No. #79

Address 5020 FULLERTON AVE

Name B.P.

Phone

Day	Milk				Sour Cream		Choc.				B.M.									H & H	Sour Cr.		
	Qts.	½ Gal.	Gal.	½ Pts.	Qts.	½ Pts.	Qts.	½ Gal.	½ Pts.	½ Qts.	Qts.	½ Gal.	½ Qts.	Qts.	½ Gal.	Gal.	Qts.	½ Pts.	Pts.	Pts.	½ Pts.	Qts.
1	12	24	—				1				—									12			
2	12	24	24				1				—									—			
3	12	36	—				1				—									—			
4	12	60	—				1				—									—			
5																							
6																							
7	12	36	24				1				—									12			
8	1	24	—				1				—									—			
9	6	24	—				1				—									—			
10	12	36	24				1				—									6	42		
11	12	24	—				1				—									—			
12	24	60	24																	6	—		
13																							
14	24	36																		12			
15	12	24	24																	—			
16	1	24	—																	—			
17	1	24	24																	—			
18	12	60	—																	—			
19	12	1.20	24																	—			
20																							
21	12	36	24																	12			
22	12	24	—																	—			
23	1	24	24																	6	—		
24	1	24	—																	—			
25	12	60	—																	—			
26	12	1.20	24																	—			
27																							
28	12	36	24																	12			
29	12	24	—																	—			
30	1	12	—																	4			
31	6	24	24																	—			

1544

Directions PRIVATE LABEL PRODUCTS

Cash

Terms

Time to Serve To O L

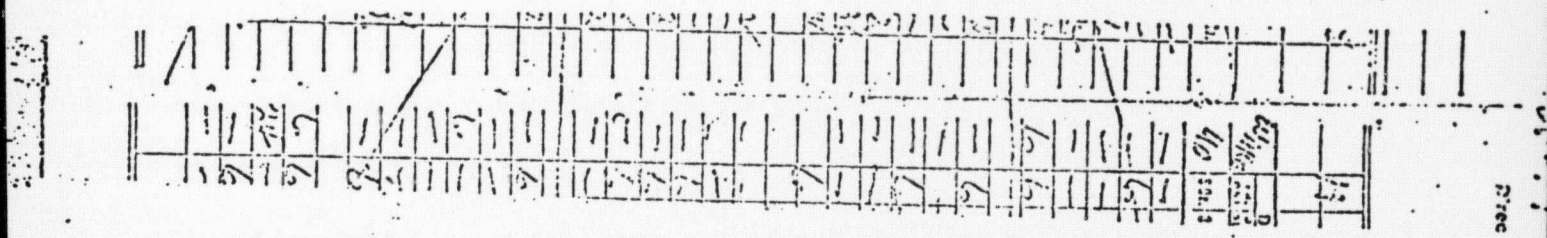
Dip			Sour Cream	Sour Cream	Topping	Cream Cheese				Whipping Cream	Butter	Eggs	Bottle	CHARGE	PAID	BALANCE
8 Oz.	8 Oz.	8 Oz.	Pts.	8 Oz.	16 Oz.	2 #	L.C. 8 Oz.	S.C. 16 Oz.	S.C. 8 Oz.	16 Oz.	Lbs.	Doz.	Credit			

BALANCE

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5545

A&P #79 W19 MAR 66 PER ROUTE BOOK 19.06

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	32	24	20	20	32	68	32	24	24	32	40	40	388	1552.00
H GAL	60	60	72	72	120	180	60	60	60	72	120	180	1116	2232.00
QTS	24	24	48	48	48	72	24	24	24	48	48	48	480	480.00
CHOC SKM H	0	0	0	0	0	0	0	0	6	6	0	0	12	24.00
CHOC QTS	6	0	0	6	12	12	6	0	0	0	12	12	66	66.00
BM H GAL	6	0	0	0	12	0	6	0	0	0	12	12	48	96.00
BM QTS	12	0	0	0	24	0	12	0	4	12	24	12	100	100.00
BM H GAL 2	6	6	6	12	12	12	12	6	6	12	12	12	114	228.00
H GAL SKM	6	6	6	12	12	12	12	6	6	12	12	12	114	228.00
QTS SKM	6	6	0	12	12	12	12	0	12	12	12	12	108	108.00
H PT XXX	6	0	0	6	6	12	6	0	0	6	6	10	58	58.00
PT H&H	24	24	24	42	84	84	24	24	24	42	84	84	564	564.00
SOUR CRM 1	6	0	0	0	28	12	6	0	0	0	0	0	52	104.00
SOUR CRM 8	12	0	0	12	36	24	12	0	0	12	48	12	168	168.00
DIP-FO	6	0	6	0	0	6	0	0	6	6	6	0	36	36.00
SO H&H PT	6	0	12	12	0	12	6	0	0	12	0	6	66	66.00
TRIP WHP 8	0	0	0	24	0	0	0	0	0	0	0	0	24	24.00
YOGURT H P	0	6	6	6	0	10	6	0	6	6	6	6	58	58.00
GAL 2%	8	4	0	0	8	8	8	4	8	8	8	8	72	288.00
					TOTAL POINTS									6480.00



A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #79 W19 MAR 66 PER ROUTE BOOK 19.07

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	36	24	24	36	48	60	36	24	24	36	60	60	468	936.00
QTS	24	0	0	24	0	24	0	24	0	24	0	24	144	144.00
PP GAL	12	6	6	12	18	24	12	12	6	6	18	18	150	600.00
BM H GAL 2	6	0	0	12	0	6	6	0	0	12	0	0	42	84.00
H GAL SKM	6	0	0	12	0	6	6	0	0	12	0	0	42	84.00
QTS SKM	6	0	0	6	0	0	6	0	0	6	0	0	24	24.00
H PT XXX	0	0	0	6	0	6	0	0	0	0	0	0	12	12.00
PT H&H	12	0	0	42	0	0	12	0	0	42	0	0	108	108.00
					TOTAL POINTS									1992.00

Address 3429 Diversey Ave. Berwyn L

Name A. P.

Employer Wm. Ludwig Phone Ar. 2-9449

	Milk			Soft Drinks		Choc.		B.M.							H & H		Sour Cr.	
1																		
2																		
3																		
4																		
5																		
6																		
7																		
8																		
9																		
10																		
11																		
12																		
13																		
14																		
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27																		
28																		
29																		
30																		
31																		

5546

0210

Directions

ABC — WHEEL INTO CORNER — Cash

Terms KEY #520

Time to Serve 9:45 A.M. To O L

Qt. Whip	Half Pints Cottage Cheese	Half Pints Cream Cottage Cheese	Half Pints Low Fat Cottage Cheese	Sm. Curd Cottage Cheese	Tub Cottage Cheese	Yogurt	Cream Cottage Cheese 2 lb.	Cream Cottage Cheese 1 lb. Co.	Cream Cottage Cheese 1/2 lb. Co.	Cream Cottage Cheese 1/2 lb. Co.	Yog. Cottage Cheese 16 Oz.	Sour Cream	Eggs	Bottle Cheese	CHARGE	PAID	BALANCE
22				22		22								22			
	12	20															
1	5			8	—	—								16			
11	—			6	—	11								12			
	—			—	—	—								19			
2	—			6	—	9								18			
—	9			9	—	—								18			
—	—	—	—	—	—	—								—			
	—			9		4								24			
	4	2		8		1								16			
	—	—		10	—	1								16			
	—	—		10	—	6								10			
	—	1		12	—	—											
				37										37			
11	10					22								29			
2				1	—	1								14			
—	—			—	—	—								14			
2	2			—	—	—								13			
—	—			4	—	—								14			
	—			2	—	—								30			
—	—	—	—	—	—	—								—			
1	—			4	—	4								20			
	2			3	—	1								21			
	—			3	—	1								17			
	—			3	—	2								25			
	—			—	—	—								14			
	—			2	—	—								27			
12	4	2		4		4								24			
11	—	—		—	—	1								17			
12	—	—		—	—	—											
19	—	—		2	—	4											

BALANCE

Store No. #22

Address 3[illegible] DIVERSEY AVE

Name

Manager Phone

Date	Milk				Cal Dar		Choc.		D.M.							H & H	Star Dr.	
1	1	—	—				—		—							—		
2	1	—	—															
3	1	—	—															
4	1	—	—															
5	1	—	—															
6																		
7	1	—	—															
8	1	—	—															
9	1	—	—															
10																		
11	1	—	—															
12	1	—	—															
13																		
14	1	—	—															
15	1	—	—															
16	1	—	—															
17	1	—	—															
18	1	—	—															
19	1	—	—															
20																		
21	1	—	—															
22	1	—	—															
23	1	—	—															
24	1	—	—															
25	1	—	—															
26																		
27																		
28	1	—	—															
29	1	—	—															
30	—	24	1															
31	1	23	17															

9

10

Directions

Cash

Terms

Time to Serve

To O L

| Cream Cottage Cheese | | |

A&P RECAPITULATION OF PHYSICAL DELIVERIES

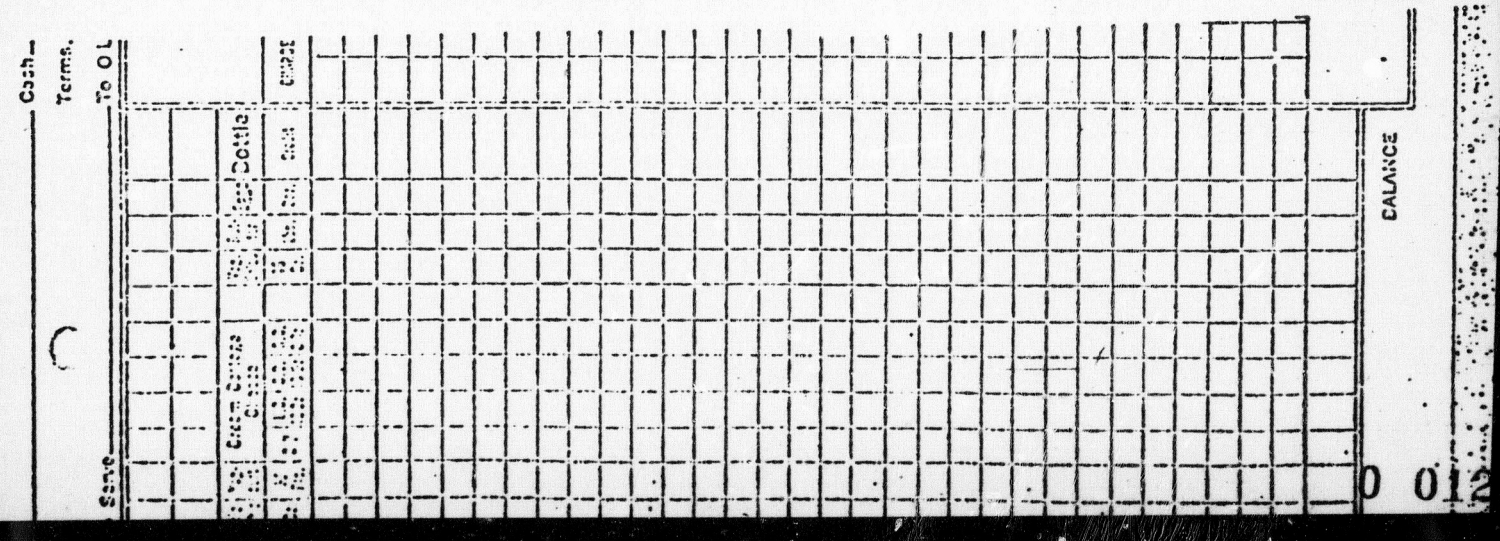
A&P #22 W19 MAR 66 PER ROUTE BOOK 19.09

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	12	16	16	12	12	12	8	12	12	12	12	12	148	592.00
H GAL	48	60	48	60	60	60	48	60	72	60	60	48	684	1368.00
QTS	24	36	36	24	24	24	24	36	48	36	24	24	360	360.00
CHOC SKM H	2	0	6	2	0	0	0	0	6	14	0	0	30	60.00
CHOC QTS	4	0	0	4	0	0	4	0	0	4	0	0	16	16.00
BM H GAL	0	0	0	6	6	0	6	0	0	6	6	0	30	60.00
QTS	6	0	0	6	6	6	6	0	6	6	6	0	48	48.00
BM H GAL 2	0	6	6	12	6	6	6	6	6	12	0	0	66	132.00
H GAL SKM	12	0	6	12	0	0	0	12	6	12	0	0	60	120.00
QTS SKM	6	0	0	12	12	0	0	0	8	6	12	12	68	68.00
H PT XXX	4	0	2	2	0	4	4	0	20	0	0	0	36	36.00
PT H&H	24	0	24	24	24	0	24	24	24	36	24	24	252	252.00
SOUR CRM 1	12	0	0	6	0	8	8	8	0	10	0	6	58	116.00
SOUR CRM 8	12	0	18	0	0	2	12	12	0	12	0	12	80	80.00
DIP-FO	0	4	0	0	0	0	4	0	0	2	0	0	10	10.00
DIP-DB	0	2	0	0	0	0	0	0	0	0	0	0	2	2.00
WUP	0	0	0	0	0	0	4	2	0	2	0	0	8	8.00
SO H&H PT	8	8	10	10	18	30	0	0	0	0	8	8	100	100.00
YOGURT H P	4	0	0	6	0	4	0	0	0	0	0	0	14	14.00
GAL 2%	4	4	4	4	4	8	4	4	4	4	8	8	60	240.00
						TOTAL POINTS								3682.00

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #22 W19 MAR 66 PER ROUTE BOOK 19.1

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL	0	6	6	0	6	6	0	6	6	6	0	6	48	192.00
						TOTAL POINTS								192.00



Address 2053 Milwaukee Ave.

Name N. P. ~

Manager JOHN HALL Phone LU-2-9103

| Sat. Order | 1 | 2 | 3 | | |

Directions SERVE FROM ALLEY - NORTH SIDE OF BLDG.

EAST DOOR

WHEEL INTO COOLER

Cash

Terms KEY # 31

Time to Serve 1:30 P.M. To O L

Up	Cream Cheese Cheese	Bottle	Office	Paid	Balance
22	11	37			
1		44			
2		44			
3		74			
4		134			
5		56			
6		64			
7		51			
8		74			
9		47			
10		95			
11		115			
12		46			
13		50			
14		62			
15		51			
16		132			
17		127			
18		51			
19		63			
20		60			
21		38			
22		73			
23		41			
24		40			
25		37			
26		56			

BALANCE

D

5210

5549

Address 2253 Milwaukee Ave

Name

Manager Phone

Date	Milk						Choc.		B.M.								H & H	Sour Cr.		
	Qts.	Pts.	Cts.	Qts.	Pts.	Cts.	Gal.	Pts.	Gal.	Qts.	Pts.	Gal.	Qts.	Pts.	Cts.	Pts.	Pts.	Gal.	Qts.	Pts.
1	24	3½	—																	
2	24	4½	—																	
3	24	4½	12																	
4	60	9½	24																	
5	48	6½	24																	
6																				
7	24	3½	12																	
8	24	4½	—																	
9	24	3½	24																	
10	24	4½	12																	
11	60	7½	24																	
12	60	7½	12																	
13																				
14	36	4½	12																	
15	24	4½	—																	
16	24	4½	12																	
17	24	4½	24																	
18	60	6½	24																	
19	60	6½	24																	
20																				
21	36	4½	24																	
22	24	4½	—																	
23	24	4½	—																	
24	24	4½	24																	
25	60	7½	24																	
26	24	6½	12																	
27																				
28	36	4½	24																	
29	24	4½	12																	
30	24	3½	—																	
31	24	4½	—																	

Directions

Cash

Terms

Time to Serve

To O L

Oil			Co.	Tint	Veg.	Cream Cotton Clarge			Nut	Put up	Pack	Bottle
8 Oz.	8 Oz.	8 Oz.	Pts.	Oz.	Oz.	8 oz	S.O. 10 Oz.	S.O. 16 Oz.	16 Oz.	Lbs.	Oz.	Cases

CHARGE	PAID	BALANCE

BALANCE

THE BORDEN COMPANY 1831 S. Kilbourn Ave. Chica

WEEKLY BILLINGS FOR FLUID MILK PRODUCTS FOR PERIOD ENDED

CUSTOMER NAME A&P STORE SUBTABY
CHICAGO & SUBURBS

ACCOUNT NO. 5991

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	DTL CHG.
210	WHOLE	1GAL	G	14,693	$ .4770	$15.97
211	WHOLE	1/2G	P	19,149	.3560	.00
212	WHOLE	QT	P	14,655	.1920	.00
214	WHOLE PVT LBL	1GAL	G	11,978	.4600	.00
215	WHOLE PVT LBL	1/2G	P	34,457	.3254	.00
217	WHOLE PVT LBL	QT	P	17,067	.1777	.00
218	SKIM	1GAL	G	3,782	.6350	.15
219	SKIM	1/2G	P	3,786	.3350	.00
258	SKIM PVT LBL	1/2G	P	5,155	.3044	.00
273	SKIM	1/2G	P	2,585	.3350	.00
279	SKIM	QT	P	2,399	.1850	.00
281	SKIM PVT LBL	QT	P	4,560	.1472	.00
309	SKIM PVT LBL	1/2G	P	5,151	.2964	.00
324	BUTTERMILK	1/2G	P	1,530	.3560	.00
327	BUTTERMILK	QT	P	2,413	.1920	.00
342	CHOCK PVT LBL	1/2G	P	2,951	.3174	.00
367	TRPLK PVT LBL	QT	P	3,700	.1632	.00
372	CHOCOLATE	QT	P	631	.2365	.00
387	CHOC PVT LBL	QT	P	1,704	.2222	.00
396	CHOC SKIM	1/2G	P	1,106	.3350	.00
397	SHAKES	1/2PT	P	1,324	.2965	.00
420	CHOC PARTI-PK	1/2PT	P	1,128	.2612	.00
422	WHIP	1/2PT	P	286	.2965	.00
423	WHIP PVT LBL	1/2PT	P	2,201	.2712	.00
440	IRH	QT	P	1,499	.5520	.00
441	IRH	PT	P	10,444	.2709	.00
442	IRH PVT LBL	PT	P	10,017	.2512	.00
510	SOUR CREAM	PT	P	2,490	.4575	.00
515	SOUR CREAM	1/2PT	P	5,956	.2340	.00
522	DIP ONION	1/2PT	P	1,445	.2760	.00
523	DIP BLU	1/2PT	P	1715	.2760	.00
560	BLUE WHIP	8OZ	C	930	.3720	.00
566	CAKE UP	PT	P	411	.2102	.00
568	YOGURT	1/2PT	P	2,166	.1560	.00
714	SOUR IRH	PT	P	2,391	.3320	.00
996	DOCS RETURNED			19,639		.1560

	Previous	Week	
1. TOTAL POINTS	631,463.00	-26,177	405,290
2. TOTAL RETAIL VALUE	102,600.06		
3. TOTAL DELIVERIES		397	
4. AVERAGE POINTS PER DELIVERY			

5. TOTAL PRO
6. NET DOLLAR
7. TOTAL DE
8. NET AMOUNT

Illinois 60623

ROUTE NO.

PAGE 1

EXTENDED COST	EXTENDED QTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE	
5,967.10	593.15	4.00	58,772.00	$ .6300	$1,195.19	14,852
3,837.04	.00	2.00	75,295.00	.4900	15,143.01	19,966
2,814.32	.00	1.00	14,654.00	.2700	3,957.66	4,930
3,790.47	.00	4.00	47,850.00	.3900	5,450.30	12,339
1,212.24	.00	2.00	4,414.00	.4900	2,073.93	17,573
2,432.75	.00	1.00	17,067.00	.2700	4,608.09	4,693
2,401.62	567.30	4.00	15,126.00	.7000	2,967.78	3,444
1,260.02	.00	2.00	7,576.00	.4700	1,780.36	1,818
1,560.42	.00	2.00	10,310.00	.4700	2,422.85	2,474
265.04	.00	2.00	5,174.00	.4700	1,214.05	1,240
443.09	.00	1.00	2,399.00	.2600	623.74	623
671.20	.00	1.00	4,568.00	.2600	1,187.68	1,188
1,526.71	.00	2.00	10,302.00	.4700	2,420.97	2,472
564.69	.00	2.00	3,060.00	.4700	718.20	720
463.30	.00	1.00	2,413.00	.2700	651.51	651
560.64	.00	2.00	5,102.00	.4700	1,198.07	1201
616.94	.00	1.00	3,780.00	.2700	1,020.60	1,020
105.45	.00	1.00	631.00	.3500	220.85	221
378.66	.00	1.00	1,704.00	.3500	596.40	596
771.36	.00	2.00	2,214.00	.4700	1,040.58	521
176.04	.00	.25	464.00	.1350	246.30	237
69.00	.00	.25	282.00	.1350	105.37	101
81.97	.00	1.00	286.00	.4100	117.26	117
750.53	.00	1.00	2,001.00	.4100	1,140.41	1142
508.19	.00	4.00	5,020.00	.7700	1,120.35	1122
1,210.20	.00	2.00	20,815.00	.3900	4,073.16	4077
1,516.23	.00	2.00	20,034.00	.3900	3,906.63	4000
1,130.61	.00	2.00	4,000.00	.4900	1,718.10	1,720
1,158.24	.00	1.00	5,28[illegible]	.3900	1,972.42	1,971
300.61	.00	1.00	1,445.00	.3900	563.55	57
47.16	.00	1.00	171.00	.3900	66.69	6
381.99	.00	1.00	530.00	.5900	531.59	53
86.57	.00	2.00	822.00	.2900	119.19	11
502.61	.00	1.00	4,411.00	.4900	542.42	77
194.61	.00	2.00	4,707.00	.4900	1,141.29	113
2	915.25					

555

GT COST	72,680.00	P.K. 30,883.27
CHANGE	144.60CR	
T THIS INVOICE COST	72,535.40	Balance 11,796.71
DUE	72,535.40	

BORDEN COMPANY · 1331 S. Kilbourn Ave. · Chica

FLUID MILK PLANTS FOR FLUID MILK PURCHASES FOR PERIOD ENDED 03/12

CUSTOMER NAME A&P STORE SUMMARY CHICAGO & SUBURBS

ACCOUNT NO. 9991

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	DTL CHG.
36	HOMO	1GAL	P	54	$ .7120	$.00
39	HOMO	1GAL	G	14,494	.6770	.15
42	HOMO	1/2G	P	38,719	.3560	.00
51	HOMO	QT	P	14,308	.1920	.00
141	HOMO PVT LBL	1GAL	P	12,146	.6508	.00
144	HOMO PVT LBL	1/2G	P	34,847	.3254	.00
147	HOMO PVT LBL	QT	P	17,574	.1777	.00
213	2%	1GAL	G	3,508	.6250	.15
216	2%	1/2G	P	3,921	.3350	.00
258	2% PVT LBL	1/2G	P	5,103	.3044	.00
273	SKIM	1/2G	P	2,561	.3350	.00
279	SKIM	QT	P	2,273	.1850	.00
291	SKIM PVT LBL	QT	P	4,546	.1472	.00
309	SKIM PVT LBL	1/2G	P	5,161	.2964	.00
324	BUTTERMILK	1/2G	P	1,493	.3560	.00
327	BUTTERMILK	QT	P	2,360	.1920	.00
342	BTRMLK PVTLBL	1/2G	P	2,803	.3174	.00
357	BTRMLK PVTLBL	QT	P	4,036	.1632	.00
372	CHOCOLATE	QT	P	584	.2305	.00
387	CHOC PVT LBL	QT	P	1,678	.2222	.00
393	CHOC SKIM	1/2G	P	1,079	.3350	.00
396	SHAKES	1/2PT	P	1,981	.065	.00
402	CHOC HANDI-PK	1/2PT	P	1,108	.612	.00
426	WHIP	1/2PT	P	392	.2855	.00
447	WHIP PVT LBL	1/2PT	P	3,258	.2712	.00
465	HCH	QT	P	1,455	.5520	.00
468	HCH	PT	P	10,842	.2795	.00
495	HCH PVT LBL	PT	P	9,807	.2512	.00
510	SOUR CREAM	PT	P	2,668	.4575	.00
513	SOUR CREAM	1/2PT	P	5,194	.2340	.00
522	DIP ONION	1/2PT	P	1,694	.2760	.00
528	DIP BLU	1/2PT	P	211	.2760	.00
540	TRIPLE WHIP	8OZ	C	1,030	.3780	.00
546	WAKE UP	PT	P	331	.2100	.00
684	YOGURT	1/2PT	P	2,719	.1980	.00
714	SOUR HCH	PT	P	6,241	.2975	.00
825	COT CH DRY BAKER	12OZ		9	.1998	.00
996	JUGS RETURNED			19,903		.15CR

1,079 Billing Points Per Pricepoint — Billing Points — Pricing Points

1. TOTAL POINTS 440,606.00 - 32,211 = 410,295
2. TOTAL RETAIL VALUE 105,200.59
3. TOTAL DELIVERIES 896
4. AVERAGE POINTS PER DELIVERY

5. TOTAL P
6. NET DOT
7. TOTAL D
8. NET AMO

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co, Illinois 60623

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EXTENDED COST @ LIST.

EXTENDED COST		EXTENDED BTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE	
38.45		$ .00	4.00	216.00	$ .8900	$ 48.06	55.0
2,212.46	*	2,175.10	4.00	57,976.00 X	.8300	12,030.02	14,359.1
3,783.97		.00	2.00	77,438.00 X	.4900	18,972.31	19,7
2,747.12		.00	1.00	14,308.00 X	.2700	3,863.16	3,9
7,904.58	-	.00	4.00	48,584.00 -	.8900	10,809.94	12,3
1,330.20	-	.00	2.00	60,624.00 -	.4900	17,075.03	17,7
2,122.79	-	.00	1.00	17,574.00 -	.2700	4,744.98	4,8
2,227.63	*	526.20	4.00	14,032.00	.7900	2,771.32	3,1
1,213.60		.00	2.00	7,842.00 X	.4700	1,842.87	1,5
1,393.34	-	.00	2.00	10,206.00 -	.4700	2,398.41	2,4
857.99		.00	2.00	5,122.00 X	.4700	1,203.67	1,2
420.55		.00	1.00	2,273.00 X	.2600	590.98	6
669.25	-	.00	1.00	4,546.00 -	.2600	1,181.96	1
1,529.68	-	.00	2.00	10,322.00 -	.4700	2,425.67	2,4
533.31		.00	2.00	2,996.00 X	.4700	704.06	7
453.11		.00	1.00	2,360.00 X	.2700	637.20	6
889.66	-	.00	2.00	5,606.00 -	.4700	1,317.41	1,4
659.78	-	.00	1.00	4,036.00 -	.2700	1,089.72	1,1
134.63		.00	1.00	584.00 X	.3500	204.40	2
372.65	-	.00	1.00	1,678.00 -	.3500	587.30	5
261.65	+	.00	2.00	2,158.00	.4700	507.13	5
191.22	+	.00	.25	495.25	.1350	247.50	2
72.70	+	.00	.25	297.00	.925	109.91	1
112.32		.00	1.00	392.00 X	.4100	160.72	1
383.49	-	.00	1.00	3,258.00 -	.4100	1,335.78	1,3
803.13	*	.00	4.00	5,820.00 X	.7700	1,120.35	1,1
3,030.36		.00	2.00	21,604.00 X	.3900	4,228.38	4,2
2,663.47	-	.00	2.00	19,616.00 -	.3900	3,824.73	3,8
1,220.99	+	.00	2.00	5,336.00	.6900	1,840.92	1,7
1,215.40		.00	1.00	5,194.00	.3900	2,025.66	1,8
467.52		.00	1.00	1,694.00	.3900	660.66	6
58.20		.00	1.00	211.00	.3900	82.29	8
389.37	-	.00	1.00	1,030.00	.5500	566.50	5
83.38	-	.00	2.00	782.00 X	.2000	113.38	1
552.91		.00	1.00	2,719.00	.2000	765.51	7
1,931.62	X	.00	2.00	12,522.00 X	.4900	3,067.99	2,9
1.80		.00	.75	6.75	.	1.80	2.
		2,905.45CR					

PRODUCT COST	74,091.36	P.C. 31,327.10
BOTTLE CHARGE	285.15CR	
BOTTLE AND PRODUCT COST	73,796.21	P.C. 42,694.26
AMOUNT DUE	73,796.21	

THE BORDEN COMPANY 1831 S. Kilbourn Ave. Chica

SELECT BILLINGS FOR FLUID MILK PURCHASES FOR PERIOD ENDED 03/1

CUSTOMER NAME A&P STORE SUMMARY CHICAGO & SUBURBS ACCOUNT NO. 9991

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	DTL CHG.
36	HOMO	1GAL	P	6	$ .7120	$.00
39	HOMO	1GAL	G	14,054	.6770	.15
42	HOMO	1/2G	P	39,036	.3560	.00
51	HOMO	QT	P	14,502	.1920	.00
141	HOMO PVT LBL	1GAL	P	11,932	.6503	.00
144	HOMO PVT LBL	1/2G	P	33,924	.3254	.00
147	HOMO PVT LBL	QT	P	16,943	.1777	.00
215	2%	1GAL	G	3,666	.6350	.15
218	2%	1/2G	P	4,061	.3350	.00
280	2% PVT LBL	1/2G	P	5,041	.3044	.00
278	SKIM	1/2G	P	2,581	.3350	.00
279	SKIM	QT	P	2,434	.1850	.00
291	SKIM PVT LBL	QT	P	4,560	.1472	.00
309	SKIM PVT LBL	1/2G	P	5,280	.2964	.00
324	BUTTERMILK	1/2G	P	1,450	.3560	.00
327	BUTTERMILK	QT	P	2,433	.1920	.00
342	BTRMLK PVTLBL	1/2G	P	2,545	.3174	.00
357	BTRMLK PVTLBL	QT	P	3,852	.1632	.00
372	CHOCOLATE	QT	P	625	.2305	.00
387	CHOC PVT LBL	QT	P	1,719	.2222	.00
393	CHOC SKIM	1/2G	P	4,479	.2925	.00
396	SHAKES	1/2PT	P	1,941	.965	.00
402	CHOC HANDI-PK	1/2PT	P	1,226	.612	.00
426	WHIP	1/2PT	P	302	.2965	.00
447	WHIP PVT LBL	1/2PT	P	3,076	.2712	.00
465	HEAVY	QT	P	1,423	.5520	.00
468	HIGH	PT	P	10,844	.2795	.00
495	HEAVY PVT LBL	PT	P	2,408	.2512	.00
510	SOUR CREAM	PT	P	2,593	.4575	.00
513	SOUR CREAM	1/2PT	P	5,180	.2340	.00
522	DIP ONION	1/2PT	P	1,503	.2760	.00
528	DIP BLU	1/2PT	P	134	.2760	.00
540	TRIPLE WHIP	8OZ	C	1,232	.3700	.00
546	WAKE UP	PT	P	410	.2109	.00
684	YOGURT	1/2PT	P	2,783	.1960	.00
714	SOUR HIGH	PT	P	1,783	.3320	.00
789	DOT CH DRY GR	16OZ		1	.2336	.00
996	JUGS RETURNED			20,145		.1508

	1.062 Billing Points/Retail Point	Billing Points	Projected Points	
1.	TOTAL POINTS	433,424.75	15,341.468633	3. TOTAL PRO
2.	TOTAL RETAIL VALUE	103,629.78		6. NET DOLLA
3.	TOTAL DELIVERIES	895		7. TOTAL NON
4.	AVERAGE POINTS PER DELIVERY			8. NET AMOUN

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EXTENDED COST	EXTENDED BTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE
$ 4.27	$ .00	4.00	24.00	$ .8900	$ 5.34
9,514.56 + 2	108.10	4.00	56,216.00	.8300	1,664.82
3,896.34	.00	2.00	78,072.00	.4900	19,127.64
2,784.38	.00	1.00	14,502.00	.2700	3,915.54
7,765.35 -	.00	4.00	47,728.00 -	.8900	10,619.48 -
1,039.85 -	.00	2.00	67,848.00 -	.4900	4,622.76 -
3,010.72 -	.00	1.00	16,943.00 -	.2700	4,574.61 -
2,339.27 +	546.90	4.00	14,584.00	.7900	2,880.34 +
1,360.52	.00	2.00	8,122.00	.4700	1,908.67
1,540.57 -	.00	2.00	10,122.00 -	.4700	2,378.67 -
864.74	.00	2.00	5,162.00	.4700	1,213.07
450.36	.00	1.00	2,434.00	.2600	632.84
671.17 -	.00	1.00	4,560.00 -	.2600	1,185.60 -
1,565.03 -	.00	2.00	10,560.00 -	.4700	2,481.60 -
516.20	.00	2.00	2,900.00	.4700	681.50
467.15	.00	1.00	2,433.00	.2700	656.91
807.73 -	.00	2.00	5,090.00 -	.4700	1,196.15 -
628.70 -	.00	1.00	3,852.00 -	.2700	1,040.04 -
144.07	.00	1.00	625.00	.3500	218.75
382.02 -	.00	1.00	1,719.00 -	.3500	601.65
1,310.33 +	.00	2.00	8,958.00	.4700	2,105.13
187.33 +	.00	.25	485.25	.1350	262.09
75.03 +	.00	.25	306.50	.925	113.44 +
86.56	.00	1.00	302.00	.4100	123.82
834.19 -	.00	1.00	3,076.00 -	.4100	1,261.16 -
791.00 -	.00	4.00	5,732.00 X	.2700	1,103.41 -
3,030.92	.00	2.00	21,606.00 X	.3900	4,229.16
2,383.33 -	.00	2.00	18,976.00 - X	.3900	3,700.32 -
1,186.53 +	.00	2.00	5,106.00	.4000	1,700.17 +
1,212.12 +	.00	1.00	5,130.00	.3900	2,020.20
414.81	.00	1.00	1,503.00	.3900	586.17
34.00	.00	1.00	134.00	.3900	52.26
465.73	.00	1.00	1,232.00	.5500	677.60
86.35	.00	2.00	820.00 X	.2900	119.00
545.47	.00	1.00	2,703.00	.2900	807.07
591.06	.00	2.00	3,564.00 X	.4900	873.67 V
.23 X	.00	.1.00	1.00	.	.23 +
3	021.75CR				

DUCT COST	72,967.37
C CHANGE	366.75CR
TLC AND PRODUCT COST	72,600.62
T DUE	72,600.00

THE BORDEN COMPANY 1831 S. Kilbourn Ave. Chicago,

WEEKLY BILLINGS FOR FLUID MILK PURCHASES FOR PERIOD ENDED

CUSTOMER NAME A&P STORE SUMMARY CHICAGO & SUBURBS

ACCOUNT NO. 9991

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	BILLING CHG.
39	HOMO	1GAL	G	14,527	$ .6770	
42	HOMO	1/2G	P	40,996	.3560	
51	HOMO	QT	P	15,257	.1920	
141	HOMO PVT LBL	1GAL	G	12,356	.6500	
144	HOMO PVT LBL	1/2G	P	34,508	.3254	
147	HOMO PVT LBL	QT	P	16,948	.1777	
213	2%	1GAL	G	3,767	.6350	
216	2%	1/2G	P	4,054	.3350	
258	2% PVT LBL	1/2G	P	5,234	.3044	
272	SKIM	1/2G	P	2,374	.3350	
279	SKIM	QT	P	2,639	.1850	
291	SKIM PVT LBL	QT	P	4,643	.1472	
309	SKIM PVT LBL	1/2G	P	5,469	.2964	
324	BUTTERMILK	1/2G	P	1,463	.3560	
327	BUTTERMILK	QT	P	2,567	.1920	
342	BTRMLK PVTLBL	1/2G	P	2,553	.3174	
357	BTRMLK PVTLBL	QT	P	3,837	.1632	
372	CHOCOLATE	QT	P	627	.2305	
387	CHOC PVT LBL	QT	P	1,789	.2222	
393	CHOC SKIM	1/2G	P	1,074	.3350	
396	SHAKES	1/2PT	P	1,872	.965	
402	CHOC MALTED-DRK	1/2PT	P	1,154	.612	
426	WHIP	1/2PT	P	407	.2065	
447	WHIP PVT LBL	1/2PT	P	3,035	.2712	
465	HGH	QT	P	1,567	.5520	
468	HGH	PT	P	10,668	.2705	
495	HGH PVT LBL	PT	P	9,948	.2512	
510	SOUR CREAM	PT	P	2,681	.4575	
513	SOUR CREAM	1/2PT	P	5,510	.2340	
522	DIP ONION	1/2PT	P	1,581	.2760	
520	DIP BLU	1/2PT	P	1980	.2760	
540	TRIPLE WHIP	8OZ	C	1,223	.3780	
546	WAKE UP	PT	P	450	.2103	
684	YOGURT	1/2PT	P	3,087	.1960	
714	SOUR HGH	PT	P	2,343	.3520	
870	PL CGT CH DRY	16OZ		30	.2336	
996	JUGS RETURNED			19,024	.	.15CR

1,069 Pricing Points / Shipping Points

Billing Points

Pricing Items

1. TOTAL POINTS 439,752.50-26 = 413,239
2. TOTAL RETAIL VALUE 104,976.42
3. TOTAL DELIVERIES 893
4. AVERAGE POINTS PER DELIVERY

5. TOTAL
6. NET PO
7. TOTAL
8. NET AI

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QUTE NO. PAGE 1

0 0134

FINISHED BORDEN LIST

EXTENDED COST	EXTENDED BTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE	
,834.81 • 2	$179.05	4.00	58,108.00	$ .8300	$2,057.41	14,691.19 •
,214.27	.00	2.00	80,102.00	.4900	12,647.06	20,448.26
,929.30	.00	1.00	15,257.00	.2700	4,119.39	4,195.68
,041.76	.00	4.00	62,424.00	.8900	10,996.84	12,603.12 -
,254.95 -	.00	2.00	68,176.00	.4900	16,948.12	17,679.82 -
,011.67 =	.00	1.00	16,948.00	.2700	4,573.26	4,660.70 -
2,392.11 •	565.05	4.00	15,068.00	.7900	2,975.93	3,427.17 •
,358.18	.00	2.00	8,108.00	.4700	1,905.38	1945.97
,593.19 -	.00	2.00	10,468.00	.4700	2,459.98	2512.32 -
920.37	.00	2.00	5,548.00	.4700	1,303.78	1331.52
468.28	.00	1.00	2,639.00	.2600	686.14	649.74
683.52 =	.00	1.00	4,643.00	.2600	1,207.18	1270.45 -
1,621.02 -	.00	2.00	10,928.00	.4700	2,570.43	2,625.12 -
520.83	.00	2.00	2,926.00	.4700	687.61	715.13
492.85	.00	1.00	2,567.00	.2700	693.09	705.93
810.33 =	.00	2.00	5,106.00	.4700	1,199.21	1,202.03 •
626.25 -	.00	1.00	3,837.00	.2700	1,035.99	1,055.12 •
144.52	.00	1.00	627.00	.3500	219.45	296.91
397.57 -	.00	1.00	1,789.00	.3500	626.15	540.27 •
350.96 =	.00	2.00	2,148.00	.4700	504.78	515.52 •
180.69 +	.00	.25	460.00	.1350	252.77	243.36 •
70.60 +	.00	.25	280.50	.925	105.78	103.26 •
116.62	.00	1.00	407.00	.4100	166.87	166.87
823. =	.00	1.00	3,035.00	.4100	1,244.35	1244.35
864. •	.00	4.00	6,260.00	.7700	1,206.59	1237.93 •
2,076.18	.00	2.00	21,206.00	.3900	4,152.72	4,223.20
2,41 .96 -	.00	2.00	19,006.00	.3900	3,879.72	3,979.20
1,23 .89 +	.00	2.00	5,262.00	.6900	1,549.39	1,756.00
1,209.09	.00	1.00	5,510.00	.3900	2,140.90	1,956.05
434.41	.00	1.00	1,501.00	.3900	616.59	634.49
54.65	.00	1.00	198.00	.3900	77.22	75.81
462.38	.00	1.00	1,223.00	.5500	672.65	660.44
94.80	.00	2.00	900.00	.2900	130.50	120.53
695.10	.00	1.00	3,037.00	.2900	805.23	824.52
777.91	.00	2.00	4,626.00	.4900	1,148.07	1,112.91
7.01 +	.00	1.00	30.00		7.01	11.76
	2,053.60CR					

PRODUCT COST	74,249.64	
TITLE CHANGE	109.50CR	
BOTTLE AND PRODUCT COST	74,140.14	
COUNT DUE	74,140.14	

110,962.

... COMPANY 1831 S. Kilbourn Ave., Chicago, Illinois

MONTHLY BILLINGS FOR FLUID MILK PURCHASES FOR PERIOD ENDED 9/30/65

CUSTOMER NAME A&P STORE SUMMARY CHICAGO & SUBURBS ACCOUNT NO. 9991 ROUTE NO.

CODE NO.	COMMODITY			QUANTITY SOLD	UNIT COST	BTL CHG.	EXTENDED COST
39	HOMO	1GAL	G	14,250	$ .6770	$.15 .97	9,647.25
42	HOMO	1/2G	P	40,323	.3560	.00 .51	14,354.98
51	HOMO	QT	P	15,247	.1920	.00 .13	2,927.44
141	HOMO PVT LBL	1GAL	P	12,305	.6508	.00 1.61	8,008.14
144	HOMO PVT LBL	1/2G	P	33,830	.3254	.00 .51	1,008.34
147	HOMO PVT LBL	QT	P	17,011	.1777	.00 .13	3,022.81
213	2%	1GAL	G	3,716	.6350	.15 .91	2,359.76
216	2%	1/2G	P	3,991	.3350	.00 .42	1,337.05
219	2% PVT LBL	1/2G	P	5,475	.3044	.00 .42	1,666.61
273	SKIM	1/2G	P	2,555	.3350	.00 .42	856.00
279	SKIM	QT	P	2,345	.1850	.00 .13	433.89
291	SKIM PVT LBL	QT	P	4,672	.1472	.00 .13	687.73
309	SKIM PVT LBL	1/2G	P	5,351	.2964	.00 .42	1,585.99
324	BUTTERMILK	1/2G	P	1,453	.3560	.00 .51	517.29
327	BUTTERMILK	QT	P	2,303	.1920	.00 .13	442.17
342	BTRMLK PVTLBL	1/2G	P	2,486	.3174	.00 .51	789.03
357	BTRMLK PVTLBL	QT	P	3,814	.1632	.00 .13	622.49
372	CHOCOLATE	QT	P	600	.2305	.00 .33	138.29
387	CHOC PVT LBL	QT	P	1,810	.2222	.00 .33	402.25
393	CHOC SKIM	1/2G	P	1,173	.3350	.00 .42	393.10
396	SHAKES	1/2PT	P	1,905	.965	.00 .13	183.89
402	CHOC HANDI-PK	1/2PT	P	1,215	.612	.00 .13	74.36
426	WHIP	1/2PT	P	523	.2865	.00 .41	149.85
447	WHIP PVT LBL	1/2PT	P	3,407	.2712	.00 .41	923.92
465	HGH	QT	P	1,389	.5520	.00 .71	766.66
468	HGH	PT	P	10,804	.2795	.00 .40	3,019.78
495	HGH PVT LBL	PT	P	9,682	.2512	.00 .40	2,432.07
510	SOUR CREAM	PT	P	2,780	.4575	.00 .45	1,272.10
513	SOUR CREAM	1/2PT	P	5,554	.2340	.00 .33	1,299.64
522	DIP ONION	1/2PT	P	1,515	.2760	.00 .35	418.09
523	DIP BLU	1/2PT	P	194	.2760	.00 .35	53.54
540	TRIPLE WHIP	8OZ	C	1,596	.3780	.00 .54	603.36
546	MAKE UP	PT	P	5,132	.1425	.00 .21	731.53
561	YOGURT	1/2PT	P	3,033	.1940	.00 .27	588.47
714	SOUR HGH	PT	P	2,632	.3320	.00 .47	873.87
996	JUGS RETURNED			19,704		.15CR	2

1. TOTAL POINTS 446,378.00-3
2. TOTAL RETAIL VALUE 105,972.32
3. TOTAL DELIVERIES 893
4. AVERAGE POINTS PER DELIVERY

5. TOTAL PRODUCT COST
6. NET BOTTLE CHARGE
7. TOTAL BOTTLE AND PRODUCT
8. NET AMOUNT DUE

o, Illinois 60623

:5

ROUTE NO. PAGE 1

EXTENDED COST	EXTENDED BTL CHG	UNIT POINT	EXTENDED POINTS	UNIT RETAIL	RETAIL VALUE	EXTENDED VALUE AT FUTURE LIST
9,647.25 ° 2	137.50	4.00	57,000.00 °	$ .8300	$1,827.50	12,899.80 °
4,354.98	.00	2.00	80,646.00	.4900	19,758.27	20,564.73
2,927.44	.00	1.00	15,247.00	.2700	4,116.69	4,192.93
8,008.14 -	.00	4.00	49,220.00 -	.8900	10,951.45	12,551.10 -
1,008.34 -	.00	2.00	67,660.00 -	.4900	18,576.70	17,733.33 -
3,022.81 -	.00	1.00	17,011.00 -	.2700	4,592.97	4,678.63 -
2,389.74 °	557.40	4.00	14,864.00 °	.7900	2,935.64	3,771.54 °
1,337.05	.00	2.00	7,902.00	.4700	1,875.77	1,827.62
1,666.61 -	.00	2.00	10,950.00 -	.4700	2,573.25	2,628.91 -
856.00	.00	2.00	5,110.00	.4700	1,200.55	1,200.00
433.89	.00	1.00	2,345.00	.2600	609.70	621.03
687.73 -	.00	1.00	4,672.00 -	.2600	1,214.72	1,238.88 -
1,569.99 -	.00	2.00	10,702.00 -	.4700	2,514.97	2,568.48 -
517.29	.00	2.00	2,906.00	.4700	682.91	741.03
442.17	.00	1.00	2,203.00	.2700	621.51	633.73
789.02 -	.00	2.00	4,972.00 -	.4700	1,168.42	1267.26 -
622.49 -	.00	1.00	3,814.00 -	.2700	1,029.78	1012.25 -
138.29	.00	1.00	600.00	.3500	210.00	197.50
402.25 -	.00	1.00	1,810.00 -	.3500	633.50	597.33 -
393.10 +	.00	2.00	2,346.00 +	.4700	551.31	563.64 +
183.89 +	.00	.25	476.25 +	.1350	257.23	247.65 +
74.36 +	.00	.25	303.75 +	.925	112.41	133.35 +
149.85	.00	1.00	523.00	.4100	214.43	211.03
923.92 -	.00	1.00	3,407.00 -	.4100	1,396.87	1392.27 -
766.66 °	.00	4.00	5,556.00 °	.7700	1,069.53	1097.31
3,019.78	.00	2.00	21,603.00 ×	.3900	4,213.56	4231.69
2,432.07 -	.00	2.00	19,364.00 -	.3900	3,775.98	3872.29 -
1,272.10 +	.00	2.00	5,540.00 +	.6900	1,910.20	1,838.00 +
1,299.64	.00	1.00	5,554.00	.3900	2,166.06	1,971.67
418.09	.00	1.00	1,515.00	.3900	590.85	537.83
53.56	.00	1.00	194.00	.3900	75.66	76.63
603.36	.00	1.00	1,596.00	.5500	877.00	821.74
731.53	.00	2.00	10,264.00 ×	.2900	1,486.28	1492.92
594.47	.00	1.00	3,033.00	.2000	872.57	349.24
873.81 +	.00	2.00	5,264.00 ×	.4900	1,269.38	1258.30
	2,955.60CR					

DUCT COST	74,597.71	
T CHARGE	209.70CR	
TLE AND PRODUCT COST	74,387.01	
T DUE	74,387.01	

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Extended Value At Future List

49,700.67

55.5.

A&P STORE SUMMARY
CHICAGO & SUBURBS - 5 WEEKS ENDING

PRICE AND DISCOUNT ANALYSIS

	List $'s	Cost $'s	Billing Points	Contract Pricing Points	Total Retail Value Billing Extens.
8 PRIVATE LABEL ITEMS	48,609.22	30,883.29	192,054	182,437	
6 IDENTICAL BORDEN ITEMS	33,610.69	23,484.92		175,753X	
Sub Total #1	82,299.91	54,368.21		358,190	
Borden Items - Dif. Container	18,043.28	13,151.98			
Sub Total #2 (1+3) Borden	52,453.97	36,636.90			
Borden Only Items	7,365.35	5,159.81			
Sub Total - All Borden Items	59,820.32	41,796.71	239,409	222,853	
Total - All Items	108,500.54	72,600.00	431,463.00	405,290	102,608.06
Private Label Items	40,476.00	31,307.10	195,110	195,111	
Identical Borden Items	32,928.89	23,425.61		173,959X	
Sub Total #1	82,405.79	54,839.71		359,270	
Borden Items - Dif. Container	18,400.91	17,041.32			
Sub Total #2	51,329.80	36,268.03			
Borden Only Items	9,634.03	6,425.63			
Sub Total - All Borden Items	60,963.83	42,694.46	245,488	225,084	
Total All Items	110,440.73	74,001.56	440,606	410,395	105,200.59
Private Label Items	48,283.72	30,627.66	190,474	180,986	
Identical Borden Items	29,680.95	23,606.01		173,311X	
Sub Total #1	77,964.20	54,233.67		354,297	
Borden Items - Dif. Container	18,082.31	12,620.83			
Sub Total #2 Borden	47,763.26	36,226.84			
A&P Total					
Borden Only Items	9,107.27	6,112.87			
Sub Total All Borden Items	56,870.53	42,339.71			
Total All Items	105,154.26	72,967.37	433,424.75	400,033	103,429.78
Private Label Items	49,442.67	31,361.75	195,260	183,	
Identical Borden Items	34,706.46	24,230.40		179,060X	
Sub Total #1	84,149.13	55,592.15		362,572	
Borden Items - Dif. Container	18,757.09	13,091.84			
Sub Total #2 Borden	53,463.55	37,322.24			
Borden Only Items	8,057.47	5,565.65			
Sub Total, All Borden Items	61,521.02	42,887.89			
Total All Items	110,963.69	74,249.64	439,752.50	413,229	104,976.42
Private Label Items	49,100.67	31,149.37		183,900x	
Identical Borden Items	34,341.56	24,176.74		169,987X	
Sub Total #1	83,422.23	55,326.11		353,887	
Borden Items - Dif. Container	18,301.37	12,773.65			
Sub Total #2 Borden	52,642.93	36,950.39			
Borden Only Items	9,766.63	6,497.95			
Sub Total All Borden	62,409.56	43,448.34		415,350	105,972.32
Total All Items	111,490.23	74,597.71	446,378	916,146	
ek Total Actual Pvt. Label				1,788,216 - 87.09% of 2,	
ek Total Potential Pvt. Label					

COMMENTS: 1) Billing Summaries, 3/3/66 - 4/02/66 2) page 7 - procedure outline item Average

MMARY
EEKS ENDING 4/02/66

NT ANALYSIS

otal etail alue illing xtens.	Identical Borden Item @ Pvt. L. Cost	Potential Added Cost From Pvt. Label
	21,366.92	2,118.00
	$2,250.21	
	13,151.98	
	5,159.81	
	18,311.79	
102,608.06	70,962.00	2,118.00
	48,476.90	
	21,204.25	
	52,671.35	
	12,043.22	
	6,425.63	
	19,268.85	
109,200.59	71,240.20	
	30,627.66	
	21,460.77	
	52,087.53	
	12,620.83	
	6,112.87	
	18,733.70	
103,429.78	70,821.23	
	31,361.75	
	22,010.89	
	53,372.64	
	13,091.84	
	5,565.65	
	18,657.49	
104,976.42	72,030.13	
	31,149.37	
	21,973.98	
	53,123.35	
	12,773.65	
	6,497.95	
	19,271.60	
105,972.32	72,394.95	

87.09% of 2,053,297 points

$ Week Total - $ Values		
Value At List Price	Actual Cost (A) As Purchased	Minimum (B) Potential Cost
244,971.10	166,400.17	166,400.17
165,268.55	118,923.68	108,096.81
410,241.73	274,332.85	263,505.98
99,704.96	64,401.52	64,401.52
43,931.75	29,761.91	29,761.91
B136,316.71		
A301,585.26	213,167.11	94,242.53
546,550.44	360,576.28	357,749.51

Pricing Pts.

% Distribution Of $ Values				
Cost	Direct	Cost	Direct
100.00	63.44	36.56	63.44	36.56
100.00	71.96	28.04	65.41	34.59
100.00	66.87	33.13	64.23	35.77
100.00	69.80	30.20	69.80	30.20
100.00	67.75	32.25	67.75	32.25
100.00	70.68	29.32	69.13	30.87
100.00	67.43	32.57	65.45	34.55
44.83%				
30.23%				
75.06%				
16.90%				
8.04%				
100.00%				

Average Total Value/Contract Point	$.2662	.1795	.1742

VOLUME DELIVERED,

ON O'HARE ROUTES 4W, 18W + 19

	Private Label		Borden Label		Total
	Points	Cases	Points	Cases	Points
Homo-Paper, Gallon	9,236	384.83	---	---	9,236
½ Gallon	16,444	685.17	17,460	727.50	33,904
Qt.	4,556	189.83	3,719	154.96	8,275
Sub Total	30,236	1,259.83	21,179	882.46	51,415
2% (Golden Del) ½ Gal.	2,080	86.67	924	38.50	3,004
Fort. Skim ½ Gal.	1,928	80.33	950	39.58	2,878
Qt.	1,136	47.33	452	18.83	1,588
Buttermilk ½ Gal.	1,194	49.75	1,090	45.42	2,284
Qt.	871	36.29	430	17.92	1,301
Choc. Milk Qt.	340	14.17	272	11.33	612
Half & Half Pint	2,325	55.36	2,781	66.21	5,106
Wh. Cream ½ Pint	404	6.12	102	2.76	506
8 Item Sub Total	10,278	376.02	7,081	240.55	17,359
11 Item Sub Total	40,514	1,635.85	28,260	1,123.01	68,774
Homo-Glass Gallon	---	---	10,752	672.00	10,752
Sub Total (Lines 15+17)	40,514	1,635.85	39,012	1,795.01	79,526
2% (Golden Del) Glass Gal.			2,544	159.00	2,544
Half & Half-Paper Qt.			116	2.42	116
Sour Cream - 16 oz. Pint			978	17.46	978
" " 8 oz. ½ Pint			1,030	19.07	1,030
" Half & Half Pint			656	15.62	656
Sour Cream Dips 8 oz.			338	6.26	338
Yogurt			591	10.94	591
Shakes ½ Pint			52.75	3.20	52.75
Sub Total (Lines 19-26)	---	---	6,305.75	233.97	6,305.75
Triple Whip 8 oz.			285	23.75	285
Wake Up Pt.			200	4.76	200
Dry Chs. 12			213	7.89	213
Choco. Skim ½ Gal.			768	32.00	768
Choco. ½ Pint Handi-Paks			99.50	6.03	99.50
Total - Lines 18-35	40,514	1,635.85	46,883.25	2,103.41	87,397.25
Potential Borden Only					18,623.25

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4 A&P STORES

, 2 WEEKS ENDED 3/19/66

Cases	Points/Case Actual Private Label	Points/Case Potential Private Label	Actual Borden Label	Potential Borden Label	% Glass Cases Actual Borden Label	% Glass Cases Potential Borden Label	% Glass Cases Total
384.83							
1,412.67							
344.79							
2,142.29							
125.17							
119.91							
66.16							
95.17							
54.21							
25.50							
121.57							
8.88							
616.57							
2,758.86	24.77	24.93					
672.00						672.0	
3,430.86							
159.00						159.0	
2.42							
17.46							
19.07							
15.62							
6.26							
10.94							
3.20							
233.97							
23.75							
4.76							
7.89							
32.00							
6.03							
3,739.26			22.29		39.51%	831.0	
980.40				19.00		980.40 / 84.86%	
							22.22%

557

SUMMARY OF POINT VOLUME F
2 WEEKS ENDING 3/19/86 -

STORE #	1	52	08	09	33	135	87
ROUTE BOOK #	4.05	4.07	4.09	4.11	4.17	18.05	18.07
A&P LABEL							
Homo.-Paper, Gal.	272	816	1064	336	200	304	1192
, ½ Gal.	288	720	2404	1536	384	1608	1144
, Qt.	312	192	588	720	84	352	372
Sub-Total	872	1728	4056	2592	668	2344	2908
2%-(Golden Del)							
½ Gal.	136	176	312	276	40	270	228
Fort.Skim ½ Gal.	126	180	304	208	58	146	192
Qt.	55	108	96	178	38	108	132
Buttermilk, ½ Gal.	64	76	140	82	40	32	258
Qt.	44	114	77	44	30	31	164
Choco. Milk Qt.	20	49	39	18	14	15	94
¼ & ½ Pt.	192	304	267	254	5	265	391
Wh. Cream ½ Pt.	32	28	36	18	16	69	41
8 Item Sub-Total	669	1035	1271	1078	241	936	1500
11 Item Sub-Total	1541	2763	5327	3670	909	3280	4408
TOTAL A&P POINTS FROM COMPUTER	1541	2763	5327	3670	909	3280	4408
AVE. POINTS/DELIVERY (LINE 16 — 12)	128.4	230.0	443.9	305.82	75.7	273.0	367.3

5558

INT VOLUME FOR A&P STORES
3/19/86 - 12 DELIVERIES

87 19.07	37 18.20	134 18.22	77 18.77	26 19.04	79 19.07	22 19.10	84 19.18	24 19.15	TOTAL
1192	1268	144	540	480	600	192	1748		9,236
1344	3672	480	576	1272	936	-	1224		16,444
372	864	192	264	288	144	-	184		4,556
2908	5804	816	1380	2040	1680	192	3156		30,236
228	66	216	144	132	84	-	-		2,080
192	82	76	316	156	84	-	-		1,928
132	107	54	152	84	24	-	-		1,136
258	288	30	88	12	-	-	84		1,194
164	208	13	66	-	-	-	-		871
94	39	13	27	12	-	-	-		340
391	242	53	136	24	108	-	84		2,325
41	5	47	64	36	12	-	-		404
1500	1117	502	993	456	312	-	168		10,278
4408	6921	1318	2373	2496	1992	192	3324		40,514
4408	6921	1318	2373	2496	1992	192	3324		40,514
367.3	576.7	109.82	197.7	207.99	165.99	16.00	276.99		241.15

SUMMARY OF POINT VOLUME
BORDEN LABEL AND PRIVATE LA

STORE #	1	52	08	09	33	135	87
ROUTE #	4.06	4.08	4.10	4.12	4.18	18.06	18.08
BORDEN LABEL							
Homo.-Paper, Gal.							
, ½ Gal.	1296	2368			792	384	2628
, Qt.		600			240	144	480
Sub-Total	1296	2968	-0-	-0-	1032	528	3108
2%-(Golden Del) ½ Gal.							
Fort. Skim' ½ Gal.				8			
Qt.							
Buttermilk ½ Gal.							
Qt.							
Choco. Milk Qt.		72					
½ & ½ Pint					180	106	24
Wh. Cream ½ Pint							
8 Item Sub-Total	-0-	72	-0-	8	180	106	24
11 Item Sub-Total	1296	3040	-0-	8	1212	634	3132
Homo-Glass, Gal.	176	752	848	224	272	688	1488
Sub-Total (Lines 15 & 17)	1472	3792	848	232	1484	1322	4620
2%-(Golden Del) Glass, Gal.		144	408	48	32		384
½ & ½-Paper, Qt.							
Sour Cream-16 Oz.Pt.	50	38	56	6	52	42	82
8 Oz.½Pt.	63	46	60	46	36	60	78
" " ¼½ Pt.	26	26	53	60	16	54	34
" " Dips-8 Oz.	9	14	31	17	5	24	65
Yogurt	50	23	103	49	44		34
Shakes ½ Pt.		10.50	20.25	4.75	4.50		11.75
Sub-Total (Lines 19-26)	198	301.50	731.25	230.75	189.50	180	608.75
Triple Whip-8 Oz.	16	24	4	3			60
Wake Up Pt.	18	13	25	11	4		11
Dry Chs. 12						213	
Choco.Skim-½ Gal.	58				16	38	120
Choco.-½ Pt. Handi-Paks							15.50
TOTAL BORDEN LABEL POINTS	1762	4130.50	1608.25	476.75	1693.50	1753	5515.25
COMPUTER				476.75	1693.50	1753	5515.25

FOR A&P STORES
BEL MILK PRODUCTS

37 18.21	134 18.21	77 18.25	26 19.01	79 19.06	22 19.09	84 19.17	TOTALS
	600	1776	1464	2232	1368	2552	17,460
	252	276	396	480	360	491	3,719
-0-	852	2052	1860	2712	1728	3043	21,179
	116		216	228	132	232	924
	94		216	228	120	284	950
	70		108	108	68	98	452
	22	528	84	96	60	300	1,090
24	22		96	100	48	140	430
	10		24	66	16	84	272
	175	318	558	564	252	604	2,781
		6	36	58	36	46	182
24	509	852	1338	1448	732	1788	7,081
24	1361	2904	3198	4160	2460	4831	28,260
1328	100	672	528	1552	592	1572	10,752
1352	1461	3536	3726	5712	3052	6403	39,012
		256		288	240	704	2,544
84	32						116
70	48	68	132	104	116	114	978
42	54	70	108	168	80	119	1,030
13	20	39	66	66	100	83	[illegible]
9	7	26	48	36	12	35	[illegible]
42	40	32	48	58	14	54	[illegible]
		1					52.75
260	201	532	402	720	562	1109	6,305.75
54	16	24	24	24		36	285
		6	64		8	40	200
							213
62	22	55	132	24	60	180	768
30.50			24			29.50	99.50
1758.50	1700	4154	4372	6480	3682	7797.50	46,883.25
1750.50	1700	4154					

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VARIATION DIFFERENCE IN MARKETING COST PER POINT
CAUSED BY BORDEN AND DIFFERENCE IN NET PRICES PER POINT

CAUSED BY BORDEN

A & P PRIVATE LABEL VS JOSEPH TIPPLE & SONS, VALPARAISO

VALPARAISO BRANCH - OCTOBER 1969

MARKETING COST ELEMENTS	A&P 7241 PRIVATE LABEL	JOSEPH TIPPLE & SONS PVT LABEL
TRUCK LOADING:	.0012	.0000
PHYSICAL DELIVERY:	.0168	.0168
SALES-CLERICAL COST:	.0049	.0049
PRODUCT WASTE:	.0000	.0000
BRANCH SELLING EXPENSE:	.0000	.0094
CREDIT AND COLLECTION:	.0000	.0081
BORDEN LABEL ADVERTISING EXPENSE:	.0000	.0036
BORDEN LABEL MERCHANDISING EXPENSE:	.0000	.0000
SUB TOTAL:	.0229	.0428
GENERAL O.H. & DIST. ADMINISTRATIVE EXPENSE AT 5.95%:	.0023	.0026
TOTAL MARKETING COST:	.0252	.0454
MARKETING COST PER POINT IN EXCESS OF COST TO SERVE A&P:		.0198
AVERAGE INVOICE PRICE PER POINT:	.1478	.2107
ADDITIONAL DISCOUNT OR REBATE:	.0000	.0076
NET PRICE PER POINT:	.1378	.2031
PERCENT DISC. TO LEGAL MAP PRICE:		6.45%
PRICE PER POINT ABOVE A&P PRICE:		.0139
NET DIFFERENCE IN PRICE LESS NET DIFFERENCE IN MARKETING COST:		- .0059
NET DISCRIMINATION IN FAVOR OF:		- .0059

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RA+PX181

RECAPITULATION OF INVOICES, TWO WEEKS ENDED 10/18/69 BORDEN

PRODUCT	UNITS DEL		TOTAL UNITS	EQ.QTS/ UNIT	PTS/ UNIT	UNIT CASE
HM PVT GAL	815	972	1787	4.00	4.00	6
HM PVT H GAL	360	312	672	2.00	2.00	12
HM PVT QT	132	156	288	1.00	1.00	24
PVT H GAL 2%	108	144	252	2.00	2.00	12
SKM PVT QT	20	30	50	1.00	1.00	24
SKM PVT H GAL	28	42	70	2.00	2.00	12
BM PVT H GAL	6	16	22	2.00	2.00	12
BM PVT QT	18	32	50	1.00	1.00	24
CHOC PVT QT	8	14	22	1.00	1.00	24
CHOC SKM H GAL	2	10	12	2.00	2.00	12
SHAKES H PT	0	0	0	.25	.25	96
WHIP PVT H PT	15	26	41	.25	.00	66
H&H PVT PT	15	26	41	.50	.00	42
YOGURT H PT	84	104	188	.50	.00	54
SOUR H&H PT	0	0	0	.50	.00	42
COT CH LC 32OZ	8	12	20	2.00	2.00	16
COT CH LC 16OZ	0	0	0	1.00	1.00	27
COT CH CV 16OZ	0	0	0	1.00	1.00	27
COT CH PN 16OZ	0	0	0	1.00	1.00	27
COT CH SC 8OZ	0	0	0	.50	1.00	48
COT CH DRY 12OZ	0	0	0	1.00	1.00	27
DIP ONION H PT	0	0	0	.50	1.00	54
PVT GAL 2%	0	20	20	4.00	4.00	6
H&H PVT QT	0	0	0	1.00	2.00	24
SOUR CR PT	0	0	0	1.00	2.00	28
SOUR CR H PT	12	12	24	.50	1.00	54
LITE LINE H GAL	24	26	50	2.00	2.00	6

TOTALS

PRICE PER EQ.QT. 0.189715

PRICE PER POINT 0.186769

POINTS PER CASE 24.6609

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ORDEN CUSTOMER A&P #341 00

1

UNIT/ CASE	EQ.QTS DEL	PTS DEL	UNIT PRICE		EQ. CASES	TOTAL PRICE
6	7148.00	7148.00	.7432	.7432	297.83	1328.098
12	1344.00	1344.00	.3716	.3716	56.00	249.715
24	288.00	288.00	.2008	.2008	12.00	57.830
12	504.00	504.00	.3506	.3506	21.00	88.351
24	50.00	50.00	.1743	.1743	2.08	8.715
12	140.00	140.00	.3426	.3426	5.83	23.982
12	44.00	44.00	.3636	.3636	1.83	7.999
24	50.00	50.00	.1863	.1863	2.08	9.315
24	22.00	22.00	.2453	.2453	.92	5.397
12	24.00	24.00	.3992	.3992	1.00	4.790
66	.00	.00	.0000	.0000	.00	.000
66	10.25	41.00	.2943	.2943	.62	12.066
42	20.50	41.00	.2943	.2943	.98	12.066
54	94.00	188.00	.2400	.2400	3.48	45.120
42	.00	.00	.0000	.0000	.00	.000
16	40.00	40.00	.3773	.3773	1.25	7.546
27	.00	.00	.0000	.0000	.00	.000
27	.00	.00	.0000	.0000	.00	.000
27	.00	.00	.0000	.0000	.00	.000
48	.00	.00	.0000	.0000	.00	.000
27	.00	.00	.0000	.0000	.00	.000
54	.00	.00	.0000	.0000	.00	.000
6	80.00	80.00	.0000	.2366	3.33	5.732
24	.00	.00	.0000	.0000	.00	.000
28	.00	.00	.0000	.0000	.00	.000
54	12.00	24.00	.4860	.4860	.44	11.664
6	100.00	100.00	.2642	.2642	8.33	13.210
	9970.75	10128.00			410.69	1891.60

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RECAPITULATION OF INVOICES, TWO WEEKS ENDED 10/18/69 BC

PRODUCT	UNITS DEL		TOTAL UNITS	EQ.QTS/ UNIT	PTS/ UNIT
GAL PAP	1494	1770	3264	4.00	4.00
H GAL	999	1224	2223	2.00	2.00
QTS	144	236	380	1.00	1.00
CHOC QTS	72	78	150	1.00	1.00
CHOC H PT	0	0	0	.25	.25
CHOC H GAL	33	32	65	2.00	2.00
BM H GAL	44	272	316	2.00	2.00
BM QTS	38	40	78	1.00	1.00
GAL 2%	0	0	0	4.00	4.00
H GAL 2%	914	888	1802	2.00	2.00
H GAL SKM	96	143	239	2.00	2.00
QTS SKM	50	67	117	1.00	1.00
WH CREAM	60	45	105	.25	1.00
H&H QTS	0	0	0	1.00	2.00
H&H PT	194	219	413	.50	1.00
SOUR CRM 16OZ	45	6	51	1.00	2.00
SOUR CRM 8OZ	68	44	112	.50	1.00
SOUR CR H&H PT	16	37	53	.50	1.00
DIP-ONION H PT	38	72	110	.50	1.00
YOUGART H PT	36	174	210	.50	1.00
TRIP WHP 8OZ	0	12	12	.25	1.00
ORANGE JC QT	0	0	0	1.00	1.00
ORANGE JC H GAL	0	0	0	2.00	2.00
LG CURD CH-2LB	115	137	252	2.00	2.00
LG CURD CH-1LB	663	239	902	1.00	1.00
SM CURD CH-2LB	0	0	0	2.00	2.00
SM CURD CH-1LB	486	291	777	1.00	1.00
SM CURD CH-8OZ	0	0	0	.50	1.00
CHIVE 1 LB	0	0	0	1.00	1.00
PINEAPPLE-1LB	0	0	0	1.00	1.00
DRY CHS 12 OZ	0	0	0	1.00	1.00
SPEC ITEMS	0	0	0	2.00	2.00
GAL GLASS	266	272	538	4.00	4.00

TOTALS

PRICE PER EQ.QT.	0.212268
PRICE PER POINT	0.207894
POINTS PER CASE	26.8393

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0 0014

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RDEN CUSTOMER JOSEPH TITTLE & SONS, VALPARAISO

UNIT/ CASE	EQ.OTS DEL	PTS DEL	UNIT PRICE		EQ. CASES	TOTAL PRICE
6	*13056.00	13056.00	.808	.808	544.00	2637.312
12	4446.00	4446.00	.406	.406	185.25	902.538
24	380.00	380.00	.220	.220	15.83	83.600
24	150.00	150.00	.251	.251	6.25	37.650
66	.00	.00	.000	.000	.00	.000
12	130.00	130.00	.401	.401	5.42	26.065
12	632.00	632.00	.406	.406	26.33	128.296
24	78.00	78.00	.220	.220	3.25	17.160
6	.00	.00	.000	.000	.00	.000
12	3604.00	3604.00	.374	.374	150.17	673.948
12	478.00	478.00	.259	.259	19.92	61.901
24	117.00	117.00	.199	.199	4.87	23.283
66	26.25	105.00	.302	.302	1.59	31.710
24	.00	.00	.000	.000	.00	.000
42	206.50	413.00	.266	.266	9.83	109.858
28	51.00	102.00	.499	.499	1.82	25.449
54	56.00	112.00	.377	.377	2.07	42.224
42	26.50	53.00	.377	.377	1.26	19.981
54	55.00	110.00	.294	.294	2.04	32.340
54	105.00	210.00	.262	.262	3.89	55.020
12	3.00	12.00	.000	.448	1.00	5.376
12	.00	.00	.000	.000	.00	.000
6	.00	.00	.000	.000	.00	.000
16	504.00	504.00	.526	.526	15.75	132.552
27	902.00	902.00	.282	.282	33.41	254.364
16	.00	.00	.000	.000	.00	.000
27	777.00	777.00	.260	.282	28.78	208.422
48	.00	.00	.000	.000	.00	.000
27	.00	.00	.000	.000	.00	.000
27	.00	.00	.000	.000	.00	.000
27	.00	.00	.000	.000	.00	.000
12	.00	.00	.000	.000	.00	.000
4	2152.00	2152.00	.782	.782	134.50	420.716
	27935.25	28523.00			*1062.73	5929.77

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NET BALANCE DUE FOR

BORDEN HAMMOND CUSTOMERS

JOSEPH TITTLE & SONS, VALPARAISO

Week ending 10/11/69		$ 9,389.27	(1)
Week ending 10/18/69		12,488.82	(1)
	TOTAL	$ 21,878.09	
	AVERAGE	$ 10,939.04	
Average Weekly Sales, October, 1969		2,763.19	(2)

JOSEPH TITTLE & SONS, HIGHLAND

Week ending 10/11/69		$ 1,741.15	(1)
Week ending 10/18/69		$ 2,702.69	(1)
	TOTAL	$ 4,443.84	
	AVERAGE	$ 2,221.92	
Average Weekly Sales, October, 1969		$ 720.21	

JOSEPH TITTLE & SONS, LAKE STREET — Not legible

JOSEPH TITTLE & SONS, VILLAGE COURT — " "

WILCO FOOD CENTER, GARY — " "

MODEL FOOD CENTER, DOLTON

Week ending 10/11/69		$ 1,245.27	(1)
Week ending 10/18/69		$ 1,975.78	
	TOTAL	$ 3,221.05	
	AVERAGE	$ 1,610.52	
Average Weekly Sales, October, 1969		$ 616.60	

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(1) Borden invoices for the weeks ending 10/11/69 and 10/18/69.

(2) Calculated by dividing Borden net sales of all items, as displayed on CX 188B, 191B, 194B, 196B-198B, 200B and 202B by 4.33.

RA-PX 221A

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NET BALANCE DUE FOR

BORDEN HAMMOND CUSTOMERS

(Continued)

WALLIES SUPER MARKET, HAMMOND

Week ending 10/11/69		$ 4,533.63
Week ending 10/18/69		$ 5,462.31
	TOTAL	$ 9,995.94
	AVERAGE	$ 4,997.97
Average Weekly Sales, October, 1969		$ 585.43

BURGER'S SUPER MARKET

Week ending 10/11/69		$ 13,342.64
Week ending 10/18/69		$ 6,466.50
	TOTAL	$ 19,809.14
	AVERAGE	$ 9,904.57
Average Weekly Sales, October, 1969		$ 2,574.36

RA+PX 221B

Case and Company's Profit/Loss
Evaluation of Borden's Private
Label Bid of September 25, 1965

PREFACE

This exhibit, RA&PX 232, is a projection, prepared by Case and Company, of the profit Borden could reasonably have anticipated earning on sales of private label milk and dairy products to A&P under its September 1965 quotation to A&P. The evaluation shows that Borden, upon a proper evaluation of its cost of serving A&P under the private label program, could have expected to earn a profit of 10.36 percent on its sales of private label milk and dairy products to A&P.

This exhibit contains one copy of, or a revision of, each page in RA&PX 142-152 prepared by Case and Company. Changes in calculations or numerical entries are reflected on pages 9, 10, 20, 21, 27, 29, 30, 32-34, 36, 37, 39, 41-45, 74, 76, 82, 83, 85-87, 89, and 95-97. All of the other pages in this exhibit are either unchanged or reflect only changes in footnote and source identifications or modifications in titles or format. A summary of Borden's anticipated profit for each of the 11 items included in the private label bid appears at page 96 of this exhibit.

The underlying source documents included in RA&PX 142-152, and relied on in the preparation of this exhibit, are not reproduced here. Each page in this exhibit which corresponds to the pages in RA&PX 142-152 has been revised, however, to identify the source documents by reference to their exhibit numbers where the source documents have been received in evidence.

The cross reference index behind this Preface indicates each page within RA&PX 142-152 to which each page in RA&PX 232 corresponds, and states the reasons

RA&PX 232

for each revision resulting in a difference between the original page and the corresponding page in this exhibit. The numerical changes to RA&PX 142 which are made on pages 10 and 27 of this exhibit do not result in any changes on the comparable pages in RA&PX 143-152.

Also included at the rear of this exhibit, after the tab "Supplemental Revisions", are revisions of those exhibits other than RA&PX 142-152 which relate to Case and Company's profit/loss evaluation of Borden's bid and which were changed as a result of the revisions made in this exhibit. The exhibits which were revised and the order in which they appear herein are: RA&PX 154 pp. 1-3; 198 A-C, 199, and 200 A-B.

CROSS REFERENCE INDEX

RA&PX 232 Page #	142	143	144	145	146	147	148	149	150	151	152	Reason for Change
1	1	1	1	1	1	1	1	1	1	1	1	Former A&P exhibit number struck.
2	2	2	2	2	2	2	2	2	2	2	2	No change.
3	3	3	3	3	3	3	3	3	3	3	3	No change.
4	4	4	4	4	4	4	4	4	4	4	4	Footnote added.
5	5	-	-	-	-	-	-	-	-	-	-	No change.
6	7	-	-	-	-	-	-	-	-	-	-	No change.
7	9	-	-	-	-	-	-	-	-	-	-	No change.
8	13	5	5	5	5	5	5	5	5	5	5	No change.
9	14	6	6	6	6	6	6	6	6	6	6	Reflect carry-forward of correction of arithmetic error on RA&PX 232, p.10 and 27 for homogenized paper quart.
10	15	7	7	7	7	7	7	7	7	7	7	"Cost Per Unit at Woodstock" changed from $.011095 to $.011160 to correct arithmetic error in original. Footnote added.
11	16	8	8	8	8	8	8	8	8	8	8	Source identification revised to indicate exhibit number of source document.
12	18	10	10	10	10	10	10	10	10	10	10	Source identification revised to indicate exhibit number of source document.
13	20	12	12	12	12	12	12	12	12	12	12	Source identification revised to indicate exhibit number of source document.
14	23	15	15	15	15	15	15	15	15	15	15	Source identification revised to indicate exhibit number of source document.

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CROSS REFERENCE INDEX

RA&PX 232 Page #	142	143	144	145	146	147	148	149	150	151	152	Reason for Change
15	25	17	17	17	17	17	17	17	17	17	17	Source identification revised to indicate exhibit number of source document.
16	29	21	21	21	21	21	21	21	21	21	21	No change.
17	30	22	22	22	22	22	22	22	22	22	22	No change.
18	31	23	23	23	23	23	23	23	23	23	23	Source identifications revised to indicate exhibit number of source document.
19	32	24	24	24	24	24	24	24	24	24	24	Source identifications revised to indicate exhibit number of source document.
20	33	25	25	25	25	25	25	25	25	25	25	Correction of posting error on line #2. No change in calculations. Source identification added.
21	35	27	27	27	27	27	27	27	27	27	27	Reflect carry-forward of correction of error in column 11 for the homogenized paper quart from RA&PX 232, page 27. Footnotes and source identifications revised to indicate exhibit numbers of source documents.
22	36	28	28	28	28	28	28	28	28	28	28	Footnotes and source identifications revised to indicate exhibit number of source documents.
23	37	29	29	29	29	29	29	29	29	29	29	Footnotes and source identifications revised to indicate exhibit number of source documents.
24	38	30	30	30	30	30	30	30	30	30	30	Source identification revised to indicate exhibit number of source documents. Line numbers added for clarity.

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CROSS REFERENCE INDEX

RA&PX 232 Page #	142	143	144	145	146	147	148	149	150	151	152	Reason for Change
25	39	31	31	31	31	31	31	31	31	31	31	Source identification revised to indicate exhibit number of source documents.
26	40	32	32	32	32	32	32	32	32	32	32	Source identification revised to indicate exhibit number of source documents.
27	41	33	33	33	33	33	33	33	33	33	33	Correction of arithmetic error on line 3; source identification revised to indicate exhibit number of source documents.
28	42	34	34	34	34	34	34	34	34	34	34	No change.
29	43	35	35	35	35	35	35	35	35	35	35	Reflect carry-forward of corrections in calculation of trailer loading cost from RA&PX 232, p. 33.
30	44	-	-	-	-	-	-	-	-	-	-	Reflect carry-forward of correction in the calculation of the number of cases loaded on trailers, from RA&PX 232, p. 32. Source identifications revised to indicate exhibit numbers of source documents.
31	79	-	-	-	-	-	-	-	-	-	-	Correct typing error on the "18⅞ 6 Gal." line, which had originally been corrected by footnote. New footnote added.
32	81, 88,10[illegible], 110	-	-	-	-	-	-	-	-	-	-	Reflect correction in the calculation on the number of cases due to revising the number of glass half-gallon containers contained in a case from 6 to 8, as shown on RA&PX 78. Source references revised to indicate exhibit number of source documents. Caption revision for clarity. Format revision in the glass container section for clarity.

CROSS REFERENCE INDEX

RA&PX 232 Page #	142	143	144	145	146	147	148	149	150	151	152	Reason for Change
33	82	-	-	-	-	-	-	-	-	-	-	Reflect carry-forward on lines 2, 4 and 5 of revision in the number of cases per pallet and in the number of pallets loaded at Woodstock from RA&PX 232, p. 34. Reflect correction in the number of glass half-gallon containers contained in a case from 6 to 8, as shown on RA&PX 78. Source reference revised to indicate exhibit number of source document.
34	83	-	-	-	-	-	-	-	-	-	-	Correction in the number of pallets loaded at Woodstock due to a revision in the number of cases containing glass containers, as shown on RA&PX 78, and a revision in the number of cases loaded onto a pallet. Footnote added. Third line in title struck.
35	85	36	36	36	36	36	36	36	36	36	36	No change.
36	86	37	37	37	37	37	37	37	37	37	37	Reflect carry-forward of correction in calculation of hauling cost from RA&PX 232, p.39. Footnote added.
37	87	-	-	-	-	-	-	-	-	-	-	Reflect carry-forward of correction in the calculation of number of cases from RA&PX 232, p.32. Footnote and source indentifications added.
38	89	-	-	-	-	-	-	-	-	-	-	Correct a typographical error on line #3. Source identifications added.
39	92	-	-	-	-	-	-	-	-	-	-	Reflect carry-forward of correction in the number of cases and number of pallets loaded from RA&PX 232, pp. 34 and 37. Add calculation of the hauling cost of glass one-half gallons. Footnotes and source identification added.

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CROSS REFERENCE INDEX

RA&PX 232 Page #	142	143	144	145	146	147	148	149	150	151	152	Reason for Change
40	101	38	38	38	38	38	38	38	38	38	38	Footnotes revised.
41	102	39	39	39	39	39	39	39	39	39	39	Reflect carry-forward of corrections in calculation of truck loading cost per unit from RA&PX 232, p.74. Heading revised and footnote added for clarity.
42	103	-	-	-	-	-	-	-	-	-	-	Reflect carry-forward of correction in the number of cases loaded at Woodstock, from RA&PX 232, p.32. Footnotes and source identifications added. "Non-Bulk Items" calculated.
43	108	-	-	-	-	-	-	-	-	-	-	Reflect carry-forward of correction in the number of points per case from RA&PX 232, p.32. Footnote and source identifications added.
44	111	-	-	-	-	-	-	-	-	-	-	Reflect carry-forward of correction in the number of cases loaded onto trucks (line 2) from RA&PX 232, p.43. Source identification revised to indicate exhibit number of source document.
45	114	-	-	-	-	-	-	-	-	-	-	Revision in the "average points ordered per case" and the "estimated average points per loaded case" based on an expanded analysis of deliveries to A&P stores, as shown in RA&PX 198.
46-73	115-142	-	-	-	-	-	-	-	-	-	-	No change.
74	143	-	-	-	-	-	-	-	-	-	-	Reflect carry-forward in correction of calculation of "truck loading cost per case" from RA&PX 232, p.44 and in the "estimated average points per loaded case" from RA&PX 232, p.45 and RA&PX 198 A&B. Footnotes revised to indicate exhibit number of source document.

CROSS REFERENCE INDEX

RA&PX 232 Page #	142	143	144	145	146	147	148	149	150	151	152	Reason for Change
75	145	40	40	40	40	40	40	40	-	40	40	No change.
76	146	41	41	41	41	41	41	41	40	41	41	Reflect carry-forward of correction of private label points delivered per case and delivery cost per case on RA&PX 232, pp. 45 and 89.
77	147	-	-	-	-	-	-	-	-	-	-	Added footnotes to identify sources.
78	150	-	-	-	-	-	-	-	-	-	-	Footnotes revised to indicate exhibit number of source documents.
79	151	-	-	-	-	-	-	-	-	-	-	Added footnote to identify source document.
80	155	-	-	-	-	-	-	-	-	-	-	Footnotes revised to indicate exhibit number of source document.
81	156	-	-	-	-	-	-	-	-	-	-	Footnotes added to identify source documents.
82	161	-	-	-	-	-	-	-	-	-	-	Reflect revision in the average point. per case. Source footnote added.
83	162	-	-	-	-	-	-	-	-	-	-	Add calculation of total points per case.
84	163	-	-	-	-	-	-	-	-	-	-	Deletion of last two lines. Footnotes added to identify source documents.
85	164	-	-	-	-	-	-	-	-	-	-	Correction of calculation of entries on "Other Non-Store Stops" line and "Points Per Delivery", "Points Per Case", "Cases Per Delivery" and "% Glass Cases of Total Cases" columns. Deletion of "Limited Service Independent Stores - Borden Label", "Full Service Independent Stores", "Limited Service Independent Stores", and "Full Service Independent Stores" lines. Addition of footnotes.

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CROSS REFERENCE INDEX

RA&PX 232 Page #	142	143	144	145	146	147	148	149	150	151	152	Reason for Change
86	165	-	-	-	-	-	-	-	-	-	-	Calculation of Av. Price/Point, Independent Stores and Case Per Delivery Per Location added. Footnote revised to indicate exhibit number of source document
87	166	-	-	-	-	-	-	-	-	-	-	Correction of entry on "Total-Full Service" line under "Collection Frequency/Wk, 6X" column in the "Fixed Time Per Stop" section. Insertion of a sub-total entry under the same column and section.
88	167	-	-	-	-	-	-	-	-	-	-	No change.
89	168	-	-	-	-	-	-	-	-	-	-	Revised to correct posting errors and errors in mathematical calculations. Footnotes revised to indicate exhibit number of source documents. 5 5 7 3
90	169	42	42	42	42	42	42	42	41	42	42	No change.
91	173	-	-	-	-	-	-	-	-	-	-	Source references revised to indicate exhibit number of source document.
92	174	-	-	-	-	-	-	-	-	-	-	Source reference revised to indicate exhibit number of source document.
93	176	-	-	-	-	-	-	-	-	-	-	Explanatory footnote added.
94	178	-	-	-	-	-	-	-	-	-	-	No change.
95	180	43	43	43	43	43	43	43	42	43	43	Reflect carry-forward of corrections on RA&PX 232, p.96. Insertion of "Weighted Average Price Per Point". Footnote added to indentify source document
96	181	44	44	44	44	44	44	44	43	44	44	Reflect carry-forward of corrections in Column B, from RA&PX 232, p.97. Footnotes added or revised for clarity.

CROSS REFERENCE INDEX

RA&PX 232 Page #	142	143	144	145	146	147	148	149	150	151	152	Reason for Change
97	182	45	45	45	45	45	45	45	44	45	45	Reflect carry-forward of corrections in columns entitled "Trailer Loading Cost", "Hauling Cost", "Truck Loading Cost", and "Delivery Cost", and a correction in the Processing Cost of Homo. Paper Quart, from RA&PX 232, p.10. Footnote added to indicate exhibit number of source document.
98	183	-	-	-	-	-	-	-	-	-	-	Footnote revised to indicate exhibit number of source document.
99	184	-	-	-	-	-	-	-	-	-	-	References for columns #6 and 11 revised to indicate exhibit number of source document.

5574

x

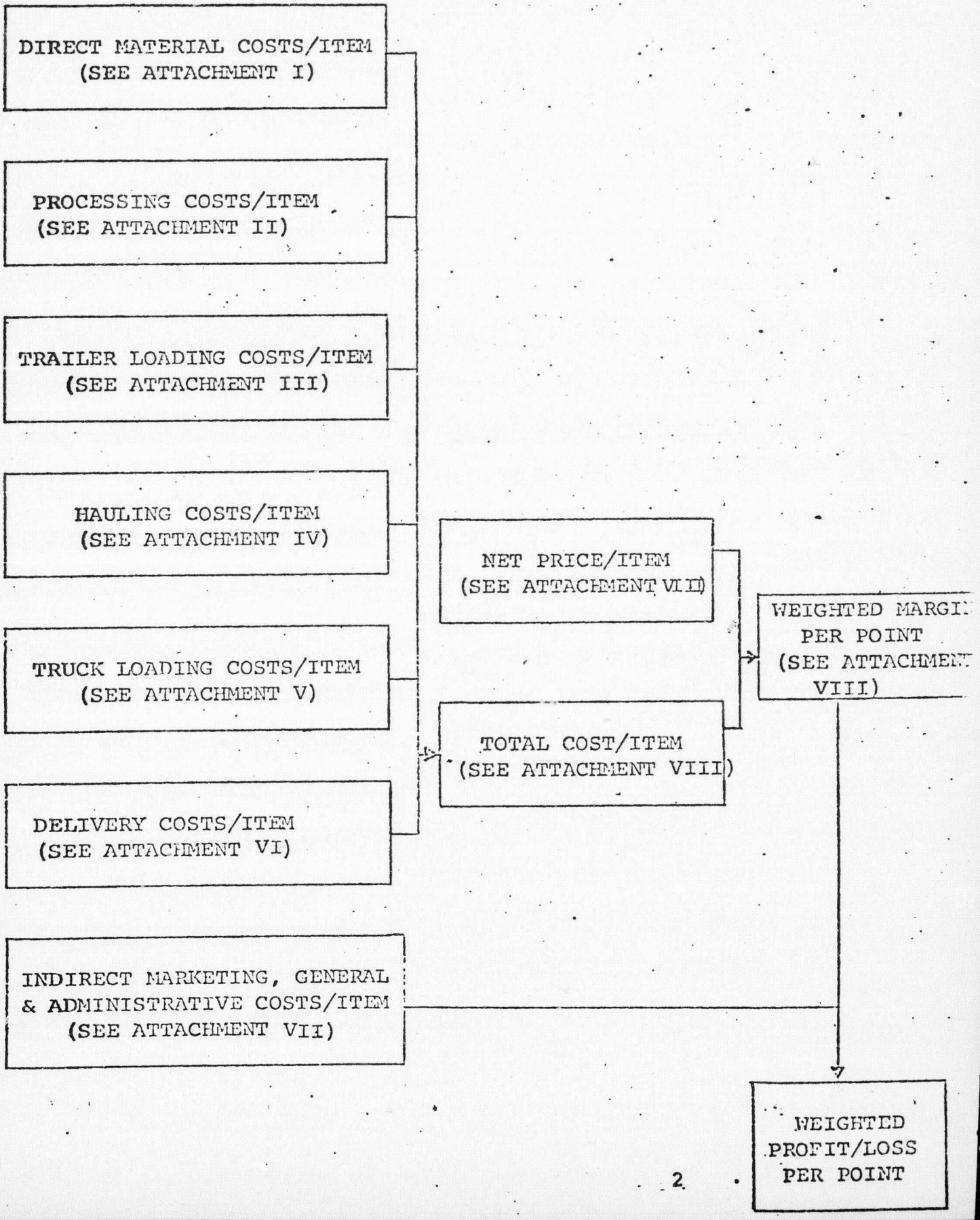
5575

PROFIT/LOSS EVALUATION OF BORDEN'S

PRIVATE LABEL BID

PROFIT/LOSS EVALUATION OF BORDEN'S PRIVATE LABEL BID

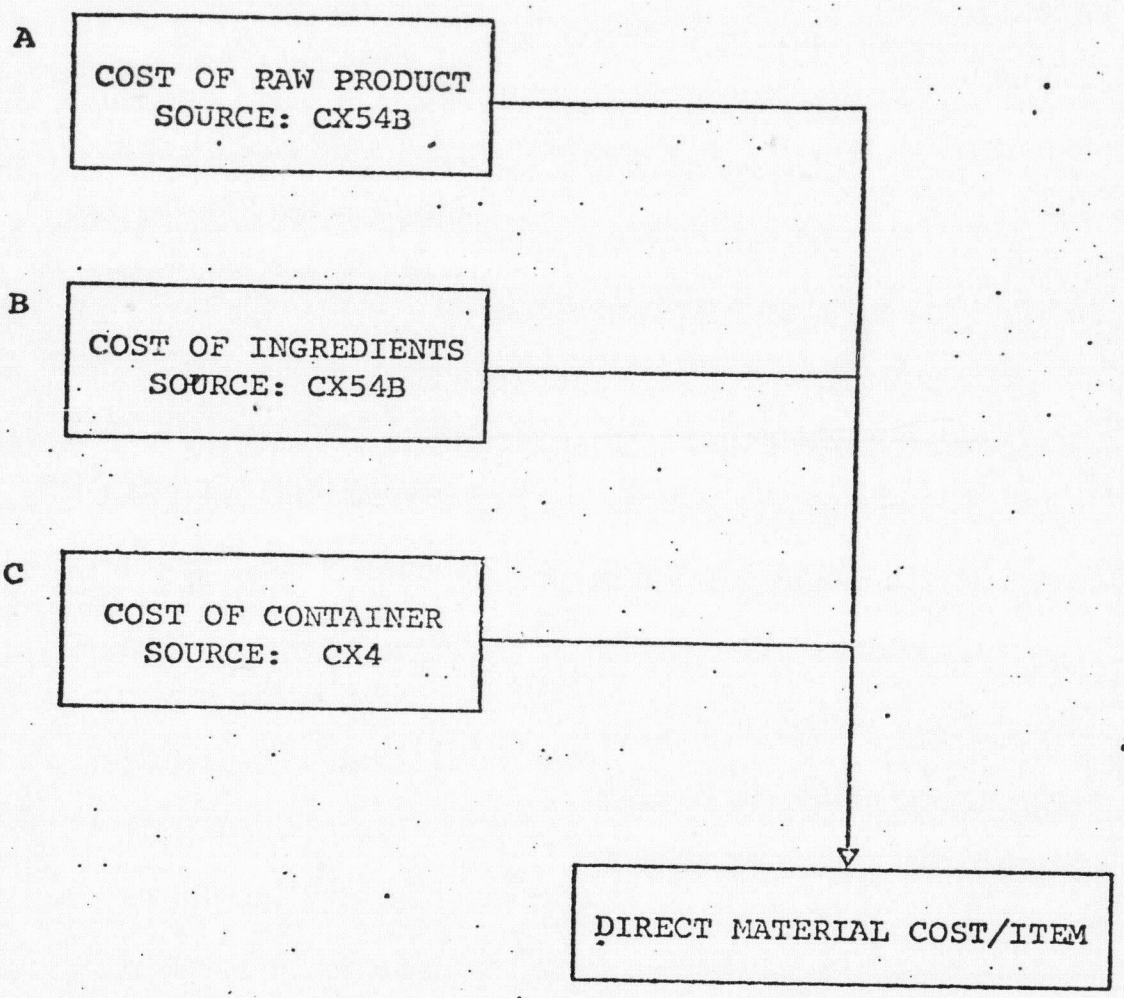
5576



ATTACHMENT I

5577

DIRECT MATERIAL COST/ITEM



SUMMARY OF DIRECT MATERIAL COST FOR PRIVATE LABEL ITEMS

PRODUCT OFFERED IN PRIVATE LABEL	RAW PRODUCT COST (1)	INGREDIENTS COST (1)	CONTAINER COST (2)	TOTAL DIRECT MATERIAL
HOMO. QT. PAPER	$.094546	$.000030	$.016060	$.110636
" ½ GAL. "	.189093	.000060	.027771	.216924
" GAL. "	.378185	.000120	.054263	.432568
2% ½ GAL. "	.148644	.017060	.027771	.193475
SKIM ½ GAL. "	.108209	.016500	.027771	.152480
" QUART "	.054104	.008250	.016060	.078414
BUTTERMILK ½ GAL. PAPER	.133861	.005700	.027771	.167332
" QUART "	.066927	.002850	.016060	.085837
CHOCO. QUART PAPER	.089604	.027190	.016060	.132854
½ & ½ PINT "	.113020	.004280	.011293	.126593
WH. CR. ½ PINT "	.143750	-	.008964	.152714

NOTE: The documentation in support of the HOMO. PAPER QUART (PURE-PAK) is identical for all products and will not be repeated for each of the other ten products

(1) Source: CX54B
(2) Source: CX4

5578

ATTACHMENT IA

5579

COST OF RAW PRODUCT

ITEM ALL PRODUCTS

1. VALUE OF RAW MILK
(SKIM & B.F.)
CX54B

COST OF RAW MILK, WOODSTOCK PLANT	$4.4238/CWT
PLUS: SHRINKAGE	+ .0447
	$4.4685
LESS .1% B.F. TO 3.4% B.F.	- .0710
	$4.3975/CWT
1 LB. =	.043975

COST PER LB. X 2.15 LBS. =	$.094546/QT.
X 4.30 =	.189093/HALF-GALLON
X 8.60 =	.378185/GALLON

ETC.

ATTACHMENT IB

5580

COST OF INGREDIENTS

ITEM ALL PRODUCTS

SOURCE: CX 54B

HOMO PAPER GALLON	$.000120
HOMO. PAPER ½ GALLON	.000060
HOMO. PAPER QUART	.000030
CHOCOLATE PAPER QUART	.027190
BUTTERMILK PAPER ½ GALLON	.005700
BUTTERMILK PAPER QUART	.002850
2% PAPER ½ GALLON	.017060
FORT. SKIM PAPER ½ GALLON	.016500
FORT. SKIM PAPER QUART	.008250
HALF & HALF PAPER PINT	.004280
WHIP. CREAM ½ PINT	-

ATTACHMENT IC

5581

COST OF CONTAINER

ITEM ALL PRODUCTS

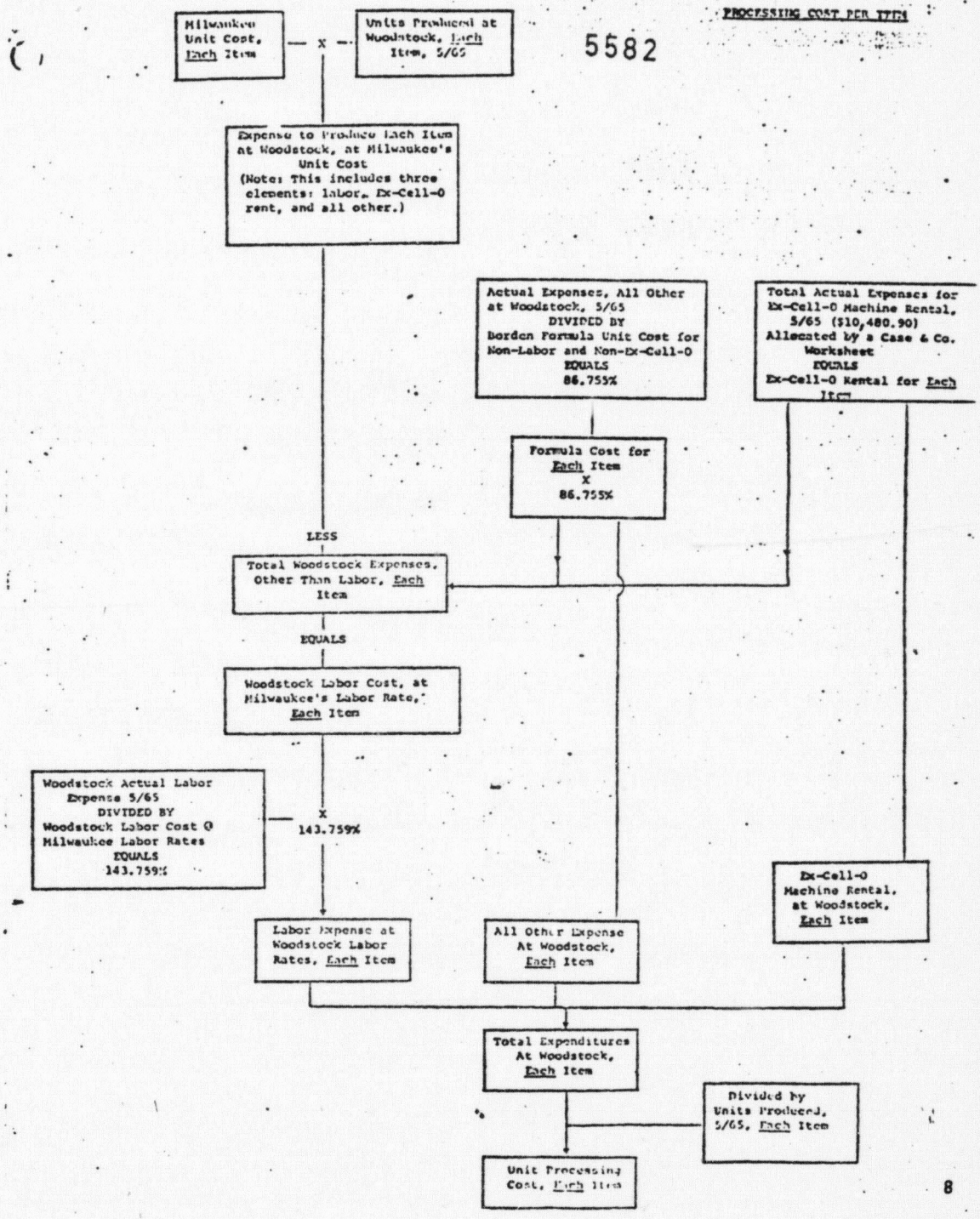
CX4E

HOMO. PAPER GALLON	$.054263
HOMO. PAPER ½ GALLON	.027771
HOMO. PAPER QUART	.016060
CHOCOLATE PAPER QUART	.016060
BUTTERMILK PAPER ½ GALLON	.027771
BUTTERMILK PAPER QUART	.016060
2% PAPER ½ GALLON	.027771
FORT. SKIM PAPER ½ GALLON	.027771
FORT. SKIM PAPER QUART	.016060
HALF & HALF PAPER PINT	.011293
WHIP. CREAM ½ PINT	.008964

ATTACHMENT II

PROCESSING COST PER ITEM

5582



SUMMARY OF PROCESSING COST FOR PRIVATE LABEL ITEMS

5583

PRODUCT OFFERED IN PRIVATE LABEL	TOTAL PROCESSING COST PER UNIT
HOMOGENIZED PAPER GALLON	$.037854
HOMOGENIZED PAPER ½ GALLON	.014909
HOMOGENIZED PAPER QUART	.011160
CHOCOLATE PAPER QUART	.018948
BUTTERMILK PAPER ½ GALLON	.033919
BUTTERMILK PAPER QUART	.015064
2% PAPER ½ GALLON	.013021
FORT. SKIM PAPER ½ GALLON	.017063
FORT. SKIM PAPER QUART	.013627
HALF & HALF PAPER PINT	.012097
WHIPPING CREAM PAPER ½ PINT	.015239

ATTACHMENT II

5584

PROCESSING COST

ITEM HOMO. PAPER QUART (PURE-PAK)

UNITS PRODUCED, WOODSTOCK, MAY, 1965	563,040	A
MILWAUKEE UNIT COST PER STUDY	$ .009768	B
EXPENSE IF WOODSTOCK HAD EXPERIENCED MILWAUKEE UNIT COST	$ 5499.77	B
% ACTUAL NON LABOR EXPENSE AT WOODSTOCK OF FORMULA ESTIMATE	86.755%	C
CALCULATED ACTUAL NON LABOR EXPENSE, EXCLUSIVE OF EX-CELL-O LEASE EXPENSE	$ 2735.40	D
EX-CELL-O MACHINE RENTAL	$ 972.93	E
WOODSTOCK COSTS OTHER THAN LABOR (D + E)	$ 3708.33	F
LABOR EXPENSE IF WOODSTOCK HAD EXPERIENCED MILWAUKEE LABOR COST (B - F)	$ 1791.44	G
% ACTUAL WOODSTOCK LABOR EXPENSE OF LABOR EXPENSE ESTIMATED FROM MILWAUKEE COSTS	X143.759%	H
LABOR EXPENSE AT WOODSTOCK RATES	$ 2575.36	J
TOTAL EXPENSE AT WOODSTOCK	(2) $ 6283.69	K
COST PER UNIT AT WOODSTOCK	(3) $ .011160	L

(1) Letter designations in this column refer to sub-sections within Attachment II, the section on Processing Cost. Thus:

A-	RA&PX 232, p.11	G-	RA&PX 232, p. 19
B-	" 12	H-	" 20
C-	" 13	J-	" 25
D-	" 14	K-	" 26
E-	" 15	L-	" 27
F-	" 18		

(2) D + E + J or F + J

(3) K ÷ A

ATTACHMENT IIA

5585

UNITS PRODUCED AT WOODSTOCK, MAY. 1965

ITEM HOMO. PAPER QUART (PURE-PAK)

1. BORDEN COMPANY CENTRAL DIVISION

ESTIMATED PLANT PROCESSING COSTS
BY PRODUCTS AND UNIT SIZES, SCHEDULE NO. 6
(RA&P) 41)

NO. OF UNITS PRODUCED	563,040

ATTACHMENT IIB

5586

WOODSTOCK EXPENSE AT MILWAUKEE UNIT COSTS

ITEM HOMO. PAPER QUART (PURE-PAK)

1. BORDEN COMPANY CENTRAL DIVISION

ESTIMATED PLANT PROCESSING COSTS
BY PRODUCTS AND UNIT-SIZES, SCHEDULE NO. 6
?/12/65 (RA&PX 41)

UNITS PRODUCED, MAY 1965	563,040
MILWAUKEE UNIT COST, PER STUDY (CX4)	x $.009768
TOTAL COST COMPUTED AT MILWAUKEE UNIT COST	$5,499.77

ATTACHMENT II C

5587

COMPARISON OF NON-LABOR COSTS

(a) ACTUAL WOODSTOCK 5/65 VS.
(b) WOODSTOCK PRODUCTION 5/65 @ TRIPP AVE. FORMULA COST

1.	ACCOUNT 730-40, 5/65	
	TOTAL	$168,464.28
	LESS: LABOR RELATED SUB-ACCOUNTS	107,273.32
		$ 61,190.96
2.	BORDEN COMPANY CENTRAL DISTRICT DATA RE: RENTED DAIRY, PRODUCTION EXPENSE, 5/65 (RA&PX 65)	
	TOTAL FORMULA COST, ALL OTHER EXPENSE (EXCLUDING LABOR)	$ 70,533.26
3.	RATIO OF LINE 1 TO LINE 2	.86755

ALL OTHER EXPENSES, EXCEPT LABOR,
PER BORDEN FORMULA COST

ITEM HOMO. PAPER QUART (PURE-PAK)

1. BORDEN COMPANY CENTRAL DISTRICT DATA RE: RENTED DAIRY, PRODUCTION EXPENSE, 5/65 (RA&PX 65)	$ 3153.02
2. MULTIPLIED BY % ACTUAL NON-LABOR EXPENSE AT WOODSTOCK OF FORMULA COST	.86755
	$ 2735.40

ATTACHMENT IIE

5589

EX-CELL-O MACHINE LEASE FACTOR

ITEM HOMO. PAPER QUART (PURE-PAK)

1.	ACCOUNT 703-41-408 (MACHINE LEASE)	$10,480.9
2.	TYPICAL COMBINED BASE RENTAL AND PRODUCTION RENTAL, LARGE DAIRY PLANTS, PURE-PAK VOLUME AS PRODUCED AT WOODSTOCK, 5TH PERIOD, 1965 (See RA&PX 232, p. 17, "Total" Column, "Average Total Rental" line)	10,857.81
3.	RATIO OF BORDEN EX-CELL-O COST TO TYPICAL COST (1) ÷ (2)	.965949
4.	TYPICAL COST/M, THIS ITEM (See RA&PX 232, p.17, "Quart Qty." column, "Average Base + Prod. Rental per M" line)	$1.79
5.	TYPICAL EX-CELL-O COST COST/UNIT (4) ÷ 1,000	$ .00179
6.	EX-CELL-O COST/UNIT, THIS ITEM (3) x (5)	$ .001729
7.	UNITS PRODUCED THIS ITEM	563040
8.	EX-CELL-O COST, THIS ITEM (6) x (7)	$ 972.93

2780-M-170

PURE-PAK PRODUCTION AN REMITTANCE REPORT

MONTH _____ 19____

LESSEE _____

ADDRESS _____

PLANT _____

ACCOUNT _____

REPORT IS TO INCLUDE ONLY SUCH MACHINES THAT ARE OPERATED IN A SINGLE PLANT. USE SEPARATE REPORT FOR EACH PLANT.

QTY. SHOWN ON THIS LINE MUST BE IDENTICAL WITH TOTAL USED AS SHOWN ON CARTON REPORT

	SIZE OF PACKAGE					
	8 OZ. OR LESS 1/2 PINT	9-15 OZ. 1/3 QUART	16-24 OZ. PINT	25-33 OZ. QUART	1/2 GALLON	GALL
TOTAL BLANKS USED IN PLANT						
BLANKS USED BUT NOT SOLD						
NET SALES						

USE THIS SECTION FOR REGULAR MACHINES

MACHINE NUMBER	RATED CAP'Y.	% TOTAL CAP'Y.	PRORATED PRODUCTION AND RENTAL RATES: 8 OZ. OR LESS 1/2 PT. - $1.00	9-15 OZ. 1/3 QT. - $1.25	16-24 OZ. PINT - $1.50	25-33 OZ. QUART - $2.00	GROSS PROD. RENT	% DIS	DISCOUNT AMOUNT	NET OR MIN. PROD. RENT	BASE RENT	CONVERSION KIT RENT	SALES OR USE TAX	TAX WITH-HELD	AMOU DU
Mx Disct/M			.50	.625	.750	1.00									
TOTALS-REGULAR															

USE THIS SECTION FOR 1/2 GALLON MACHINES

MACHINE NUMBER	RATED CAP'Y.	% TOTAL CAP'Y.	PRORATED PRODUCTION AND RENTAL RATES: 1/2 GAL. $3.00				GROSS PROD. RENT	% DIS	DISCOUNT AMOUNT	NET OR MIN. PROD. RENT	BASE RENT	CONVERSION KIT RENT	SALES OR USE TAX	TAX WITH-HELD	AMOU DUE
At Max Disct/M			$1.50												
TOTALS-1/2 GAL.															

USE THIS SECTION FOR GALLON MACHINES

MACHINE NUMBER	RATED CAP'Y.	% TOTAL CAP'Y.	PRORATED PRODUCTION AND RENTAL RATES: GAL. - $5.00				GROSS PROD. RENT	% DIS	DISCOUNT AMOUNT	NET OR MIN. PROD. RENT	BASE RENT	CONVERSION KIT RENT	SALES OR USE TAX	TAX WITH-HELD	AMOU DUE
At Max Disct/M			$2.50												
TOTALS - GAL.															
GRAND TOTALS - ALL MACHINES															

IMPORTANT - DISCOUNTS SHOWN WILL NOT BE ALLOWED UNLESS REMITTANCE IS POSTMARKED ON OR BEFORE THE 10TH PROXIMO.

LESSEE _____

5590

ESTIMATED DISTRIBUTION, EX-CELL-O LEASE COSTS
WOODSTOCK, 5TH PERIOD, 1965

CONTAINER / PRODUCT	GALLON QTY(1)	1/2GALLON QTY (1)	QUART QTY(1)	PINT QTY(1)	1/3QUART QTY (1)	1/2PINT QTY(1)	TOTAL
Homo	189,258	1,204,340	563,040	196,560	386,496	961,026	
Choco		18,264	61,248	56,868	66,576		
But. Milk		54,480	121,572	18,438	10,944	33,132	
2%	8,856	154,872					
Skim		102,840	125,760				
36% Cr.						59,202	
½ & ½			127,800	342,762			
Sour Cream		6,938					
Vanilla Mix		6,792					
Choco Mix		11,580					
Beep			5,736				
Orange Dr.		9,792	2,664	1,344	169,104	16,500	
Lemon Dr.		3,876					
Sour ½ & ½				19,572			
Total	198,114	1,573,774	1,007,820	635,544	633,120	1,063,860	
Total Qt. Mach. Units				3,346 344			
Average Base + Prod.Rental per M. (2)	6.75	3.17	1.79	1.50	1.40	.83	
Average Total Rental	$1,337.27	$4,988.86	$1,804.00	$953.33	$886.37	$387.98	$10,857.8
Gross Production Rental per M. before deduction volume discount or adding base rentals (3)	$5.00	$3.00	$2.00	$1.50	$1.25	$1.00	
Estimated Total Gross Production Rental, before Discount	$ 990.57	$4,721.32	$2,015.64	$953.33	$791.40	$1,069.86	$10,542.1

(1) Source - Item 2 - Column Headed "Units Produced May 1965"
(2) Source - Case and Company survey large dairy plants, 1967
(3) Ex-Cell-O Pure-Pak Production and Remittance Report - Standard Form

5591

ATTACHMENT II F

5592

WOODSTOCK COSTS OTHER THAN LABOR AT

5TH PERIOD, 1965 VOLUME

ITEM HOMO. PAPER QUART (PURE-PAK)

1.	STANDARD NON-LABOR COSTS, ADJUSTED FOR ACTUAL VOLUME (SEE RA&PX 232, p. 14)	$ 2735.40
2.	EX-CELL-O LEASE COST (SEE RA&PX 232, p. 15)	$ 972.93
3.	WOODSTOCK COSTS OTHER THAN LABOR COST	$ 3708.33

ATTACHMENT II G

5593

LABOR EXPENSE IF WOODSTOCK HAD EXPERIENCED

MILWAUKEE LABOR COST

ITEM HOMO. PAPER QUART (PURE-PAK)

1.	EXPENSE AT MILWAUKEE COST (SEE RA&PX 232, p. 12)	$ 5499.77
2.	LESS: NON LABOR EXPENSES (SEE RA&PX 232, p. 18)	3708.33
3.	LABOR EXPENSE AT MILWAUKEE LABOR COST	$ 1791.44

ATTACHMENT IIH

% OF ACTUAL WOODSTOCK LABOR EXPENSE OF THE LABOR EXPENSE ESTIMATED FROM MILWAUKEE COSTS

ITEM ALL PRODUCTS

1.	ACCOUNT 730-40, 5/65 SUB-ACCOUNTS 5-13	$107,273.32
2.	CASE AND COMPANY WORKSHEET DATED 8/30/73, TOTAL HYPOTHETICAL WOODSTOCK LABOR EXPENSE AT MILWAUKEE UNIT LABOR COSTS (See RA&PX 232, last line, column 8)	$ 74,620.45
3.	LINE 1 ÷ LINE 2	143.759%

DETERMINATION OF PRODUCTION COST
WOODSTOCK -- 5TH PERIOD, 1965

Columns			1	2	3	4
Product			Units Shipped RA&PX 41	Milwaukee Unit Cost RA&PX 41	Milwaukee Total Cost Col. (1) x Col. (2)	Non-Labor RA&PX 65 Col. 5
Homo	Gal.	P.P.	189,258	.034257	$ 6,483.41	$ 4,250.31
"	½ "	"	1,214,340	.014286	17,348.06	13,722.04
	Qt.	"	563,040	.009760	5,499.77	3,153.02
Choco.	"	"	61,248	.015105	930.05	342.99
Fort. Skim	½ Gal.	"	54,480	.027510	1,498.74	615.62
" "	Qt.	"	121,572	.012456	1,513.04	682.48
2%	½ Gal.	"	154,872	.012973	2,009.15	1,750.05
" "	Qt.	"	102,840	.015785	1,623.33	1,162.09
Half & Half	Pt.	"	125,760	.011484	1,444.23	704.26
38% Cr.	½ Pt.	"	342,762	.009595	3,288.80	959.73
	Sub Total Pvt. Label		59,202	.011214	663.89	82.88
					42,307.47	27,463.47
Homo	Gal.	Gl.	504,928	.029009	14,647.46	11,360.88
"	½ Gal.	Gl.	131,650	.024757	3,263.95	1,487.9d
Gall Bord.	Gal.	Gl.	92,572	.035884	3,321.85	2,002.87
" "	½ Gal.	Gl.	97,712	.024787	2,421.99	1,104.15
2% "	Gal.	Gl.	49,296	.037745	1,860.68	1,109.16
	Sub Total - Glass				25,518.93	17,145.04
2%	Gal.	P.P.	8,856	.044972	398.27	199.26
Homo	Pt.	"	196,560	.007640	1,501.72	550.37
"	1/3 Qt.	"	386,496	.006000	2,318.98	734.34
	1/2 Pt.	"	961,026	.004840	4,651.37	1,345.44
"	1/2 "	CC	1,667,470	.003480	5,802.80	2,334.46
"	1/2 "	CC 35	189,210	.006020	1,139.04	264.89
Choco.	Pt.	P.P.	56,868	.008280	470.87	159.23
"	1/3 Qt.	"	66,576	.006000	399.46	126.49
"	1/2 Pt.	CC	455,334	.004840	2,203.82	637.47
"	1/2 Pt.	CC	1,120,140	.003560	3,987.70	1,560.20
Choc. Skim	1/2 Gal.	P.P.	18,264	.023349	426.45	206.38
Fut. M.	Pt.	"	18,430	.010030	184.93	51.63
" "	1/3 Qt.	"	10,944	.009360	102.65	20.79
" "	1/2 Pt.	"	33,132	.008890	294.54	46.38
" "	1/2 Pt.	CC	65,170	.004580	298.48	91.24
Skim	1/2 Pt.	CC	165,690	.003550	589.86	231.97
"	1/2 Pt.	CC 35	57,050	.006870	391.93	79.87
Half & Half	Qt.	P.P.	127,800	.017907	2,298.74	715.68
Sour ½½	Pt.	"	19,572	.011030	215.88	54.80
Gall Bord.	10 Qt.	Pl.	9,090	.177570	1,614.11	588.75
	Sub Total, P. 1				97,115.00	54,586.15

[1] See Ratio of Actual "All Other Expense" to Projected "All Other Expense", RA&PX 232, p. 24, line 6.

[2] See RA... Lease ... Cost ... manne...

[3] See Ratio of Woodstock Labor Cost to Milwaukee Labor Cost, RA&PX 232, p. 24, line 8.

5 Cost Col. (4) x .86755 [1]	6 E Ex-Cell-O Lease Cost	7 F Total Col.(5) + Col.(6)	8 G Milwaukee Labor Cost Col.(3)-Col.(7)	9 J Woodstock Labor Cost Col. (8) x 1.43759 [3]	10 K Total Woodstock Exp. Col.(7)+Col.(9)	11 L Woodstock Unit Cost Col.(10) ÷ Col. (1)
$ 3,694.30	$ 1,233.21	$ 4,927.51	$ 1,555.90	$ 2,236.75	$ 7,164.26	.037854
11,904.56	3,715.88	15,620.44	1,727.62	2,483.61	18,104.05	.014533
2,735.40	972.93 [2]	3,700.33	1,791.44	2,575.36	6,283.69	.011160
297.56	105.04	403.40	526.65	757.11	1,160.51	.018088
534.08	166.71	700.79	797.95	1,147.12	1,847.91	.033019
592.09	210.08	802.17	715.87	1,029.13	1,831.30	.015054
1,518.26	473.91	1,992.17	16.98	24.41	2,016.58	.013021
1,008.17	314.69	1,322.86	300.47	431.95	1,754.81	.017003
610.98	217.31	828.29	615.94	885.47	1,713.76	.013627
832.61	496.31	1,328.92	1,959.88	2,817.50	4,146.42	.012097
71.90	47.42	119.32	544.57	782.87	902.19	.015239
23,799.91	7,954.29	31,754.20	10,553.27	15,171.28	46,925.48	
9,856.13	---	9,856.13	4,791.33	6,887.97	16,744.10	.033161
1,290.90	---	1,290.90	1,973.05	2,836.43	4,127.33	.031351
1,806.99	---	1,806.99	1,514.86	2,177.75	3,984.74	.043045
957.91	---	957.91	1,464.08	2,104.75	3,062.66	.031343
962.25	---	962.25	899.43	1,291.57	2,253.82	.045720
14,874.18	---	14,874.18	10,641.75	15,298.47	30,172.65	
172.87	57.71	230.58	167.69	241.07	471.65	
477.47	284.62	762.09	739.63	1,063.28	1,825.37	
637.08	528.34	1,165.42	1,153.56	1,658.35	2,823.77	
1,167.24	769.78	1,937.02	2,714.35	3,902.12	5,839.14	
2,025.26	---	2,025.26	3,777.54	5,430.55	7,455.81	
229.81	---	229.81	909.23	1,307.10	1,536.91	
138.14	82.34	220.48	250.39	359.96	580.44	
109.74	91.01	200.75	198.71	285.66	486.41	
553.04	---	553.04	1,650.78	2,373.14	2,926.18	
1,360.49	---	1,360.49	2,627.21	3,776.85	5,137.34	
179.04	55.89	234.93	191.52	275.35	510.28	
44.79	26.70	71.49	113.44	163.08	234.57	
18.04	14.96	33.00	69.65	100.13	133.13	
40.24	28.54	68.78	225.76	324.55	393.33	
79.15	---	79.15	219.33	315.31	394.46	
201.25	---	201.25	388.61	558.66	759.91	
69.29	---	69.29	322.64	463.82	533.11	
620.89	220.84	841.73	1,457.01	2,094.58	2,936.31	
47.54	- 20.34	75.88	140.00	201.26	277.14	
510.77	---	510.77	1,103.34	1,586.15	2,096.92	
47,356.23	10,143.36	57,499.59	39,615.41	56,950.72	114,450.31	

&PX 232, p. 15. for calculation of Ex-Cell-O Cost for homopaper quarts. Ex-Cell-O Lease or all other items calculated in the same as homopaper quarts.

5595

DETERMINATION OF PRODUCTION COST
WOODSTOCK -- 5TH PERIOD, 1963

Columns			1	2	3	4
Product			Units Shipped A RA&PX 41	Milwaukee Unit Cost RA&PX 41	Milwaukee Total Cost Col. (1) X Col. (2)	Non-Labor C RA&PX 65 Column 5
Sour Cr.	1/2 Gal	P.P.	6,938	.082400	571.69	72.30
" "	16 oz.	P	24,248	.066404	1,610.16	67.89
" "	8 oz.	"	69,552	.010326	718.19	97.37
Vanilla Mix	1/2 Gal.	P.P.	6,792	.046740	317.46	76.75
Choco Mix	1/2 Gal.	P.P.	11,580	.036750	425.57	130.85
Beep	Qt.	P.P.	5,736	.013317	76.39	32.12
Or. Drink	1/2 Gal.	P.P.	9,792	.017054	174.83	110.65
" "	Qt.	P.P.	2,664	.018685	49.78	14.92
" "	Pint	"	1,344	.008710	11.71	3.76
" "	1/3 Pt.	"	169,104	.000020	1,356.21	321.30
" "	1/2 Pt.	"	16,500	.007530	124.25	23.10
Lemon Dr.	1/2 Gal.	"	3,876	.017854	69.20	43.80
	Sub Total, P.2				5,505.44	994.81
	Sub Total, P.1				97,115.00	54,586.15
Sub Total Non Bulk					102,620.44	55,580.96
Bulk Items -		Gallons [4]	[5]	Cost/Gal.	From RA&PX 41	
Homo Scholle	3 gal.	Nor. 1,374	458	.061790	84.90	30.97
" Cans	5 "	" 510	102	.085550	43.63	11.50
18% Cr. Scholle	6 "	" 3,642	607	.107310	390.82	87.09
Homo Scholle	6 "	Reg. 108,256	31,376	.061790	11,632.34	4,268.29
F. Skim "	6 "	" 2,334	389	.063100	147.28	54.61
C. Milk "	6 "	" 32,568	5,428	.071210	2,319.17	734.08
36% Cr.	5 "	410	82	.173390	71.09	9.24
Homo Scholle	6 Cal.	15,636	2,606	.061790	966.15	352.44
" Meter Flow	10 Gal.	7,370	737	.085530	630.36	166.12
12% Scholle	6 Gal.	2,304	384	.092120	212.24	51.93
Buttermilk	10 Gal. Cans	100	10	.091200	9.12	2.25
Fort. Skim	5 Gal Norris	10	2	.087000	.87	.23
12% Scholle	3 Cal.	318	106	.092140	29.30	7.17
B.M. Starter	5 Gal.	400	80	.085550	34.22	9.02
					16,571.49	5,752.94
				Cost/Unit		
Onion Dip	8 oz.		31,296	.019507	610.49	43.81
Danish Blue Dip	8 oz.		2,460	.019507	46.82	3.36
Sub Total					657.31	47.17
Sub Total Bulk & Dip					17,228.80	5,800.11
Total, Excl. Cot. Cheese						61,381.07

[5] Number of gallons from RA&PX 41, Column Headed "Units Produced".

[5] Units calculated by dividing number of gallons by gallons per container, lines 19-32

5596

5	6	7	8	9	10	11
st 1. (4) .86755 (1)	Ex-Cell-O Lease Cost (2)	Total Col (5) + Col (6)	Milwaukee Labor Cost Col (3)-Col (7)	Woodstock Labor Cost Col (8) × .11	Total Woodstock Exp. Col (7)+Col (9)	Woodstock Unit Cost Col (10) ÷ Col. (4)
62.72	21.23	83.95	487.74	701.17	785.12	
58.90	---	58.90	1,551.26	2,230.08	2,288.98	
84.47	---	84.47	633.72	911.03	995.50	
66.58	20.78	87.36	230.10	330.79	418.15	
113.52	35.43	148.95	276.62	397.67	546.62	
27.87	9.91	37.78	38.61	55.51	93.29	
95.99	29.96	125.95	48.88	70.27	196.22	
12.94	4.60	17.54	32.24	46.35	63.89	
3.26	1.98	5.24	6.47	9.30	14.54	
278.74	.231.17	509.91	846.30	1,216.63	1,726.54	
20.04	13.22	33.26	90.99	130.81	164.07	
38.00	10.94	48.94	20.26	29.13	78.07	
863.03	379.22	1,242.25	4,263.19	6,128.72	7,370.97	
47,356.23	10,143.36	57,499.59	39,615.41	56,950.72	114,450.31	
48,219.26	10,522.58	58,741.84	43,878.60	63,079.44	121,821.28	
26.87	---	26.87	58.03	83.42	110.29	
9.98	---	9.98	33.65	48.37	58.35	
71.22	---	71.22	319.60	459.45	530.67	
3,681.27	---	3,681.27	7,951.07	11,430.38	15,111.65	
45.64	---	45.64	101.64	146.12	191.76	
636.85	---	636.85	1,682.32	2,418.49	3,055.34	
8.02	---	8.02	63.07	90.67	98.69	
305.76	---	305.76	660.39	949.37	1,255.13	
144.12	---	144.12	486.24	699.01	843.13	
45.04	---	45.05	167.19	240.35	285.40	
1.95	---	1.95	7.17	10.31	12.26	
.20	---	.20	.67	.96	1.16	
6.22	---	6.22	23.08	33.18	39.40	
7.83	---	7.83	26.39	37.94	45.77	
4,990.98		4,990.98	11,580.51	16,648.02	21,639.00	
38.01	---	38.01	572.48	822.99	861.00	
2.91	---	2.91	43.91	63.12	66.03	
40.92		40.92	616.39	886.11	927.03	
5,031.90	---	5,031.90	12,196.90	17,534.13	22,566.03	
53,251.16	10,522.58	63,773.74	56,075.50	80,613.57	144,387.31	

DETERMINATION OF PRODUCTION COST
WOODSTOCK -- 5TH PERIOD, 1965

Columns		1	2	3	4
Product		Units Shipped A RA&PX 41	Milwaukee Unit Cost RA&PX 41	Milwaukee Total Cost Col. 1 X Col. 2	Non-Lab RA&PX65 Col.#5
Cottage Cheese - 4" Curd	lbs. 6	See Note 7			
Creamed	100 lbs.	15,700	157	.033140	520.30
	5 lbs.	69,735	13,947	.033980	2,369.00
	2 lbs.	109,004	54,502	.037922	4,133.65
	16 oz.	97,560	97,560	.039621	3,863.05
	3/16" Curd				
Creamed	90 lb.	8,100	90	.033140	268.43
	5 lb.	11,795	2,359	.033980	400.79
	2 lb.	168,520	84,260	.037922	6,390.62
	16 oz.	145,788	145,788	.039621	2,776.27
	8 oz.	20,574	41,148	.026693	549.18
Chive	5 lb.	75	15	.037840	2.84
	16 oz.	13,551	13,551	.039532	536.90
Pineapple	16 oz.	17,580	17,580	.039533	694.99
Fruit Salad	16 oz.	4,872	4,872	.039533	192.60
Dry	12 oz.	506	675	.100710	51.97
Bakers	90 lb.	720	8	.081790	58.89
	5 lb.	3,060	612	.088130	264.39
	1 lb.	4,539	4,539	.090430	410.46
Sub Total Cottage Cheese				26,484.93	9,152.19
Milk Dept. @ Milwaukee Rates (from P.2, line 39)				119,849.24	61,381.07
Total					70,533.26

Woodstock Labor Expense, 5th Period 1965
(See Work Sheet P.4)

(6) Number of Lbs. from RA&PX 41, Column Headed "Units Produced".

(7) Units calculated by dividing number of lbs. by lbs. per container, lines 2-21.

5 r Cost Col. (4) X .86755 [1]	6 Ex-Coll-O Lease Cost	7 Total Col.(5)+ Col.(6)	8 Milwaukee Labor Cost Col.3-Col.7	9 Woodstock Labor Cost Col.(8) x [1]	10 Total Woodstock Exp. Col.(7)+ Col.(9)	11 Woodstock Unit Cost Col.(10) ÷ Col.(1)
	0					
	0					
7,164.80	0	7,939.98	[illegible],544.95	26,660.03	34,600.01	
53,251.16	10,522.58	63,793.[illegible]	[illegible]75.50	80,613.57	144,387.31	
61,191.14	10,522.58	71,713.7[illegible]	[illegible],620.45	107,273.60	178,987.32	

5597

DETERMINATION OF PRODUCTION COST
WOODSTOCK - 5th PERIOD, 1965

(1) Total Production Expense, per Borden Ledger Summaries, Loc. 730-40 and 703-42	$168,464.28
(2) Less: Labor Expense (Sub Accts. 5 - 13 inclusive)	$107,273.32
(3) = All Other Expense (excl. Ex-Cell-O Prod. Rental)	$ 61,190.96
(4) Ex-Cell-O Machine Rentals and Other Production Rentals (Loc. 703-41 SUB 408)	$ 10,480.90
(5) Total All Other Expenses per Page 2, Column 5, RA&PX 65, List of Borden Documents	$ 70,533.26

(6) Ratio of Actual "All Other Expense" to Projected "All Other Expense" $= \frac{\$61,191.14}{70,533.26} = .86755 = 86.755\%$

(7) Projected Labor Cost at Milwaukee Rates $ 74,620.45

(8) Ratio of Woodstock Labor Cost to Milwaukee Labor Cost $= \frac{\$107,273.32}{74,620.45} = 1.43759 = 143.759\%$

ATTACHMENT IIJ

5599

LABOR EXPENSE AT WOODSTOCK RATES

ITEM HOMO. PAPER QUART (PURE-PAK)

1.	LABOR EXPENSE IF WOODSTOCK HAD EXPERIENCED MILWAUKEE LABOR COST (SEE RA&PX 232, p. 19)	$1791.44
2.	% OF ACTUAL WOODSTOCK LABOR EXPENSE OF THE LABOR EXPENSE ESTIMATED FROM MILWAUKEE COSTS (SEE RA&PX 232, p. 20)	143.759%
3.	LINE 1 X LINE 2	$2575.36

ATTACHMENT IIK

5600

TOTAL EXPENSE AT WOODSTOCK

ITEM HOMO. PAPER QUART (PURE-PAK)

1.	EX-CELL-O MACHINE RENTAL (SEE RA&PX 232, p. 15)	$ 972.93
2.	CALCULATED NON-LABOR EXPENSE (SEE RA&PX 232, p. 14)	$2,735.40
3.	LABOR EXPENSE AT WOODSTOCK RATES (SEE RA&PX 232, p. 25)	$2,575.36
		$6,283.69

ATTACHMENT III

5601

COST PER UNIT AT WOODSTOCK

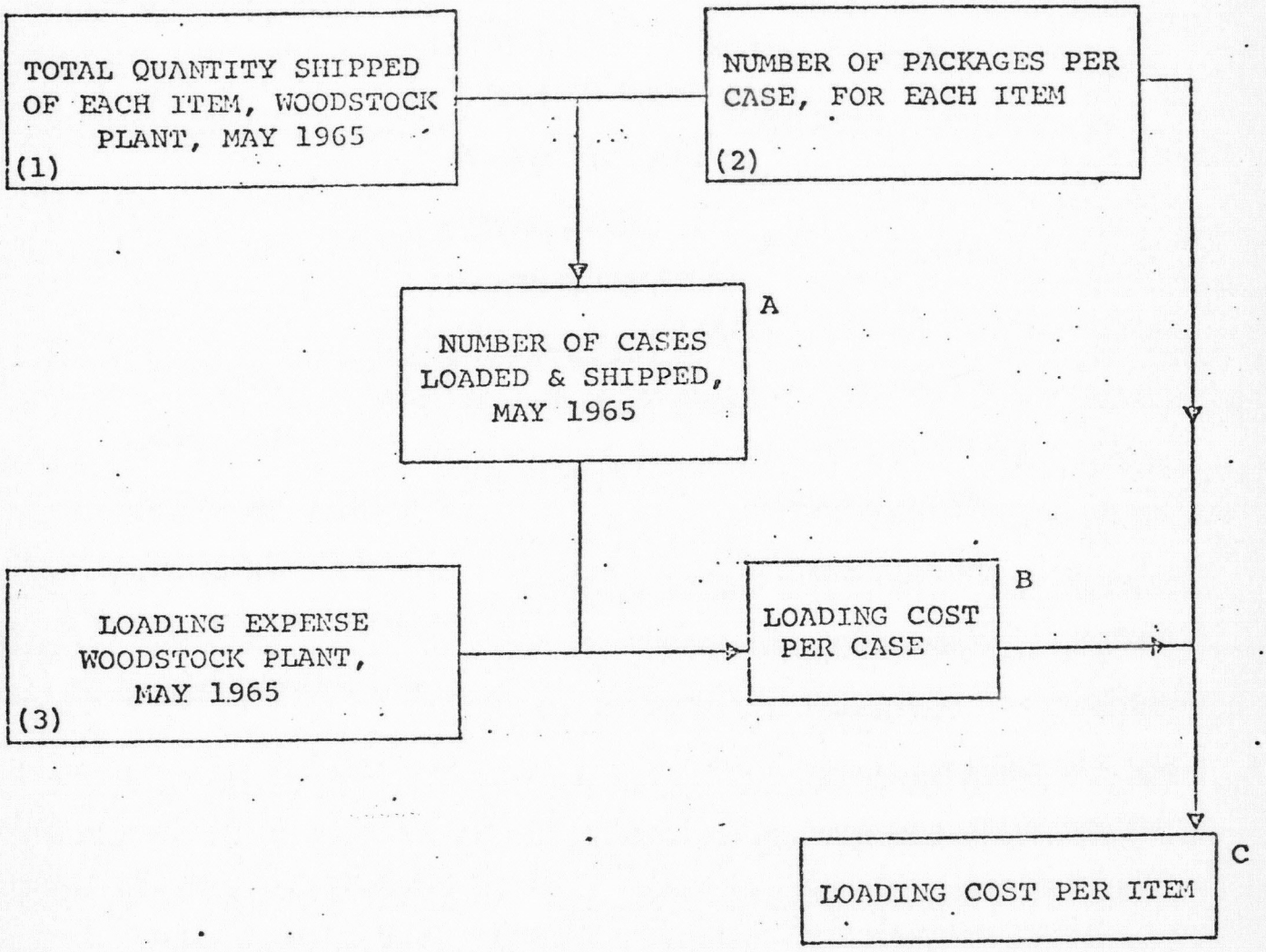
ITEM HCMO. PAPER QUART (PURE-PAK)

1.	TOTAL EXPENSE AT WOODSTOCK (SEE RA&PX 232, p. 26)	$ 6,283.69
2.	UNITS PRODUCED AT WOODSTOCK, 5/65 (SEE RA&PX 232, p. 11)	563,040
3.	LINE 1 ÷ LINE 2	$ .011160 / .011160

ATTACHMENT III

5602

TRAILER LOADING COST PER ITEM



1) A&P Exhibit 41, Woodstock Production Data
2) A&P Exhibit 78, Borden Data Re Containers Per Case
3) Woodstock Accounting Record

5603

SUMMARY OF TRAILER LOADING COST

	PAPER	GLASS
GALLON CONTAINER	$.008955	.011193
HALF-GALLON CONTAINER	.004477	.006712
QUART CONTAINER	.002239	
PINT CONTAINER	.001279	
HALF-PINT CONTAINER	.000814	

NOTE: The documentation in support of the HOMO. PAPER QUART (PURE-PAK) is identical for all products and will not be repeated for each of the other ten products

ATTACHMENT IIIA

5604

NUMBER OF CASES LOADED AND SHIPPED
FROM WOODSTOCK, MAY 1965

ITEM ALL PRODUCTS

1.	BORDEN COMPANY - CENTRAL DIVISION ESTIMATED PLANT PROCESSING COST BY PRODUCTS AND UNIT SIZE, 5/65 (RA&PX 41)	TABULATION OF QUANTITY PRODUCED
2.	BORDEN DOCUMENT: DATA FOR COST DEPARTMENT, JULY 1971 TABLE OF THE NUMBER OF CONTAINER PER CASE, BY TYPE OF PACKAGE (RA&PX 78)	TABLE
3.	LINE 1 ÷ LINE 2 (see RA&PX 232, P. 32)	571,085 CASES

NOTE: The documentation in support of the HOMO. PAPER QUART (PURE-PAK) is identical for all products and will not be repeated for each of the other ten products

5605

ESTIMATED CASE VOLUME FOR MISCELLANEOUS BULK CONTAINERS

	VOLUME UNIT	CONTAINERS/ CASE (1)	POINTS/ CASE
GAIL BORDEN 10 QT.	CONTAINER	2	20
HOMO. 6 GAL.	GALLON	1	24
18% " "	"	1	48
F. SKIM 6 GAL.	"	1	24
CHOCO. " "	"	1	24
HOMO. " " R.S.	"	1	24
" 10 " METER FLOW	"	1	40
" 5 " C.N.	"	1	20
" 3 " N	"	2	24
12% 6 "	"	1	48
12% 3 "	"	2	48
B.M. 10 "	"	1	40
F. SKIM 5 "	"	1	20
36% 5 "	"	1	80
B.M. STARTER 5 GAL.	"	1	20

(1) Source: Case & Company analysis

CASE UNITS AND CONTAINER COSTS
WOODSTOCK - 9TH PERIOD 1965

5606

	PRODUCT			UNITS SHIPPED PER BORDEN (RA&PX 41)	Units/Case (RA&PX 17 and Case & Co. Analysis)	CASES
P	Homo.	Gal.	PP	189,258	6	31,543
R		1/2 Gal.	PP	1,214,340	12	101,195
I		Qt.	PP	563,040	24	23,460
V	Choco.	Qt.	PP	61,248	24	2,552
A	But.M.	1/2 Gal.	PP	54,480	12	4,540
T		Qt.	PP	121,572	24	5,066
E	2%	1/2 Gal.	PP	154,872	12	12,906
	Fort. Skim	1/2 Gal.	PP	102,840	12	8,570
		Qt.	PP	125,760	24	5,240
	½ & ½	Pt.	PP	342,762	42	8,161
	36% Cream	1/2 Pt.		59,202	66	897
	Sub-Total					204,130
	Homo.	Gal.	GL	504,928	4	126,232
	Gail Bord.	Gal.	GL	92,572	4	23,143
	2%	Gal.	GL	49,296	4	12,324
	Sub-Total	Gal.	GL			161,699
	Homo.	1/2 Gal.	GL	131,650	8	16,457
	Gail Bord.	1/2 Gal.	GL	97,712	8	12,214
	Sub-Total	1/2Gal.	GL			28,671
	Sub-Total Glass					190,370
	2%	Gal.	PP	8,856	6	1,476
	Homo.	Pt.	PP	196,560	42	4,680
		1/3 Qt.	PP	386,496	48	8,052
		1/2 Pt.	PP	961,026	66	14,561
		1/2 Pt.	CC	1,667,470	66	25,265
		1/2 Pt.	CC35	189,210	66	3,867
	Choco. M.	Pt.	PP	56,868	42	1,354
		1/3 Qt.	PP	66,576	48	1,387
		1/2 Pt.	CC	455,334	66	6,899
		1/2 Pt.	CC	1,120,140	66	16,972
	Choco. Sk.	1/2 Gal.	PP	18,264	12	1,522
	But. M.	Pt.	PP	18,438	42	439
		1/3 Qt.	PP	10,944	48	228
		1/2 Pt.	PP	33,132	66	502
		1/2 Pt.	CC	65,170	66	988
	Skim	1/2 Pt.	CC	165,690	66	2,511
		1/2 Pt.	CC35	57,050	66	865
	½ & ½	Qt.		127,800	24	5,325
	Sour ½ & ½	Pt.		19,572	42	466
	Gail Bord.	10 Qt.	PL	9,090	2	4,545
	Sub-Total					100,904
	Sour Cr.	1/2 Gal.	PP	6,938	12	579
		16 Oz.	P	24,248	28	866
		8 Oz.	P	69,552	54	1,288
	Vanilla Mix	1/2 Gal.	PP	6,792	12	566
	Choco. Mix	1/2 Gal.	PP	11,580	12	965
	Beep	Qt.	PP	5,736	24	239
	Or. Drink	1/2 Gal.	PP	9,792	12	816
		Qt.	PP	2,664	24	111
		Pt.	PP	1,344	42	32
		1/3 Qt.	PP	169,104	48	3,523
		1/2 Pt.	PP	16,500	66	250
	Lem. Drink	1/2 Gal.	PP	3,576	6	596
	Onion Dip	8 Oz.	P	31,296	54	579
	Dan. Bl. Dip	8 Oz.	P	2,400	4	41
	Sub-Total					10,4[illegible]
	Homo. 6 Gal.	Reg.	Gal.	188,256	6	31,376
	18% "	N	Gal.	3,642	6	607
	F. Skim "	Reg.	Gal.	2,334	6	[illegible]
	Choco. M."		Gal.	32,568	6	[illegible]
	Homo. "	RS	Gal.	15,636	10	737
	" 106 Meter Flo		Gal.	7,370	5	102
	" 5 Gal. CN		Gal.	510	6	[illegible]
	" 3 Gal. M		Gal.	1,374	6	384
	12% 6 Gal.		Gal.	2,304	6	53
	3 Gal.		Gal.	318	10	10
	B.M. 10 Gal.		Gal.	100	5	2
	FSkm 5 Gal.		Gal.	10	5	82
	36% 5 Gal.		Gal.	410	5	80
	B.M.St. 5 Gal.		Gal.	400		
	Bulk Items			255,232 Gal.		42,085
				1,020,928 Qts.		
				1,040,950 Points		
				= 24.734 Points/Case		
	Cottage Cheese ½"Curd					
	100 lb. Cr. - lbs.			15,700	100	157
	5 lb. " "			69,735	30	2,325
	2 lb.			129,004	32	3,407
	16 oz. " "			97,500	27	3,612
		3/16" Curd				
	96 lb. Cr. - lbs.			8,100	90	90
	5 lb. " "			11,795	30	394
	2 lb. " "			168,520	32	5,267
	16 oz. " "			145,788	27	5,400
	5 lb. Chive "			75	30	3
	16 oz. " "			13,551	27	502
	16 oz. Pine- "			17,680	27	652
	apple					
	16 oz. Fruit "			4,872	27	181
	Salad					
	8 oz. Cr	(lbs)		20,574	48	858
	12 oz. Dry	" (lbs)		506	42	17
	90 lb. Bakers "			720	90	8
	5 lb. " "			3,060	30	102
	1 lb. " "			4,509	27	167
	Sub Total			691,589		23,142

ATTACHMENT IIIB

5607

LOADING COST PER CASE

ITEM: ALL PRODUCTS

1.	ACCOUNT 703-37, 5/65	$29,237.58
	LOADING COST	
2.	NUMBER OF PALLETS (SEE RA&PX 232 P.34)	18,139
3.	LOADING COST PER PALLET LINE 1 ÷ LINE 2	$1.6118
4.	PRODUCTS PACKED IN PAPER, OR 1/2 GAL. GLASS LOADED - 30 CASES PER PALLET	$ .053727 per case
5.	PRODUCTS PACKED IN GLASS, LOADED 36 CASES PER PALLET	.044772 per case

6. PRIVATE LABEL ITEMS:	PER UNIT	PER POINT
Paper gallons, 6/case	.008955	.002239
Paper 1/2 gallons, 12/case	.004477	.002239
Paper quarts 24/case	.002239	.002239
1/2 & 1/2 pints, 42/case	.001279	.001279
Wh. Cr. 1/2 pints, 66/case	.000814	.000814
7. GLASS GALLONS, 4/case	.011193	.002798
GLASS 1/2 GAL. 8/case	.006712	.003358

ATTACHMENT IIIB

5608

NUMBER OF PALLETS LOADED AT WOODSTOCK

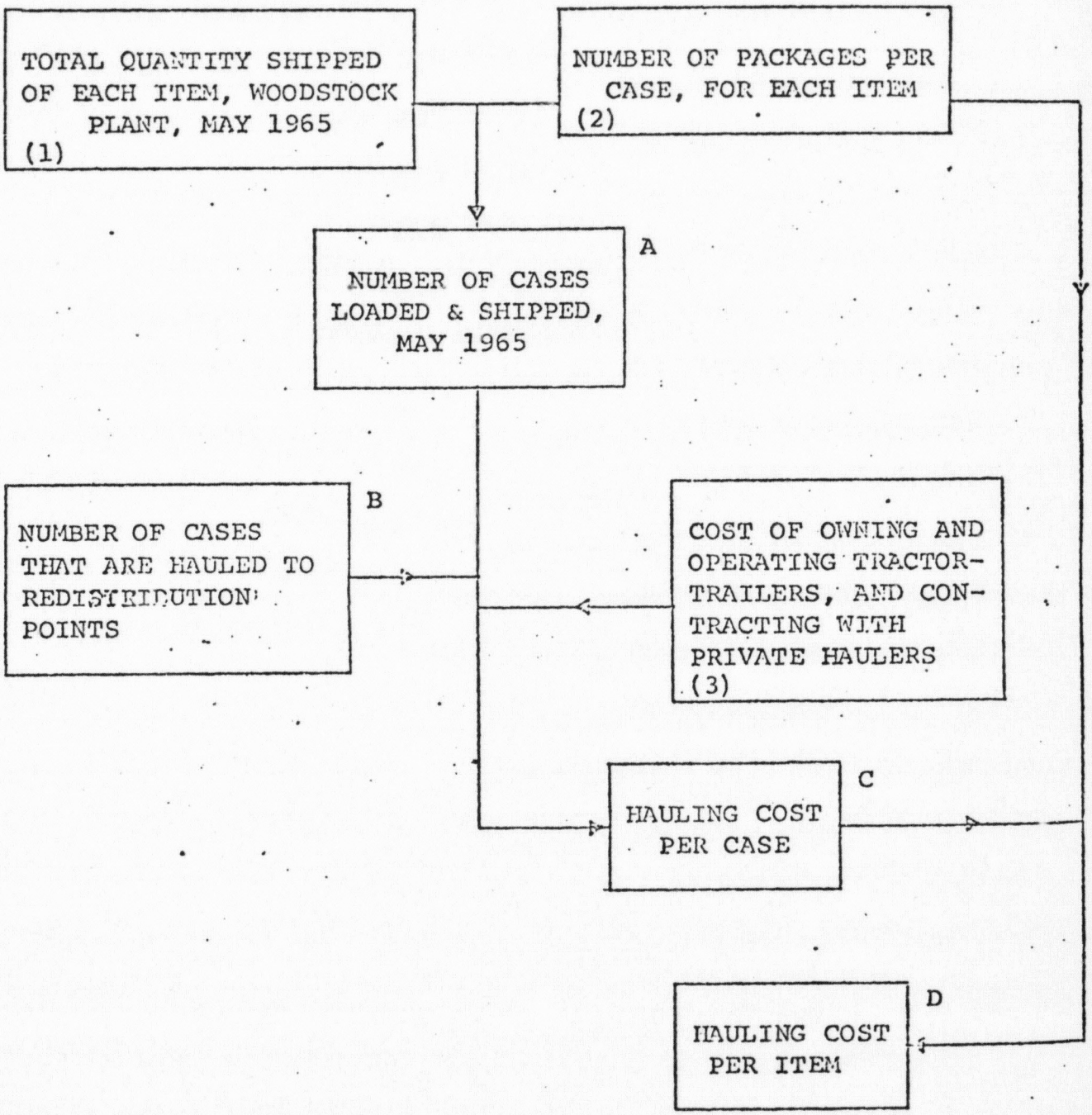
PRODUCT (1)	30 Cases Per/Pallet	36 Cases Per/Pallet
11 PRIVATE LABEL ITEMS	204,130	
GLASS ITEMS - Gallon		161,699
- 1/2 Gallon	28,671	
ALL OTHERS	100,904	
	10,454	
	42,085	
	23,142	
	409,386	161,699
	÷ 30 =	÷ 36 =
	13,647	4,492
	18,139	

(1) See RA&PX 232, P.30 for number of cases in each Product Category

ATTACHMENT IV

5609

HAULING TO REDISTRIBUTION POINTS
COST PER ITEM



(1) A&P Exhibit 41, Woodstock Production Data
(2) A&P Exhibit 78, Borden Data Re Containers/Per Case
(3) Borden Accounting Records

5610

ATTACHMENT IV

SUMMARY OF HAULING COST(1)

	PAPER	GLASS
GALLON CONTAINER	$ .027082	.033853
HALF-GALLON CONTAINER	.013541	.020311
QUART CONTAINER	.006770	
PINT CONTAINER	.003869	
HALF-PINT CONTAINER	.002462	

NOTE: The documentation in support of the HOMO. PAPER QUART (PURE-PAK) is identical for all products and will not be repeated for each of the other ten products.

(1) See RA&PX 232, P.39

ATTACHMENT IVA

5611

NUMBER OF CASES LOADED AND SHIPPED FROM WOODSTOCK, MAY 1965

ITEM ALL PRODUCTS

1.	BORDEN COMPANY - CENTRAL DIVISION, ESTIMATED PLANT PROCESSING COSTS BY PRODUCTS AND UNIT SIZES (RA&PX 41) AND BORDEN DOCUMENT: DATA FOR COST DEPARTMENT, JULY 1971 TABLE OF THE NUMBER OF CONTAINERS PER CASE, BY TYPE OF PACKAGE (RA&PX 78)	TABULATION OF QUANTITY PRODUCED	
2.	(BOTH DOCUMENTS BROUGHT TOGETHER IN) CASE AND COMPANY WORKSHEET DATED 8/29/73	571,085	CASES(1)

(1) See RA&PX 232, P.32

ATTACHMENT IVB

5612

PROPORTION OF CASES SHIPPED THAT ARE HAULED TO REDISTRIBUTION POINTS

ITEM ALL PRODUCTS

1.	THE BORDEN COMPANY - CENTRAL DIVISION ESTIMATED PLANT PROCESSING COSTS BY PRODUCTS AND UNIT SIZES. (RA&PX 41)	
	POINTS PRODUCED	12,809,895 POINTS
2.	THE BORDEN COMPANY - CENTRAL DIVISION POINTS SOLD BY BRANCHES AND REGIONS STRICTLY WHOLESALE POINTS, 4 WEEKS ENDING 5/29/65 (RA&PX 76)	
	ESTIMATED POINTS DELIVERED ON WHOLESALE TRAILER RUNS	2,259,358
3.	LINE 1 - LINE 2 ESTIMATED POINTS HAULED TO BRANCHES	10,550,537
4.	ESTIMATED % OF POINTS HAULED TO BRANCHES LINE 3 ÷ LINE 1	82.36%

ATTACHMENT IVC

5613

HAULING COST PER CASE

ITEM ALL PRODUCTS

1.	ESTIMATED NUMBER OF CASES HAULED TO BRANCHES (SEE RA&PX 232, pp. 37 and 38) 571,085 CASES X 82.36%		470,345 CASES
2.	CASES PER PALLET (1)		31.484 CASES
3.	PALLETS HAULED TO BRANCHES (2)		14,940
4.	AUTOMOTIVE EXPENSE (3).		
	ACCOUNT 703-71, 5/65	$40,954.05	
	TRANSPORT MILK ACCOUNT 703-74, 5/65	31,875.90	
	TOTAL HAULING EXPENSE		$72,829.95
5.	HAULING COST PER PALLET (4)		$ 4.8748
6.	a. HAULING COST/PVT LABEL CASE OF PRODUCT IN PAPER, 30 CASES PER PALLET		.16249 (5)
	b. HAULING COST OF GLASS GALLON CASES, 36 CASES PER PALLET		.13541 (5)

7. HAULING COST, PAPER PRIVATE LABEL ITEMS:

	Per Unit (6)	Per Point
Paper gallon, 6/case	$ .027082	$ .006770
" 1/2 gallon, 12/case	.013541	.006770
" Quart 24	.006770	.006770
" Pint 42	.003869	.003869
" 1/2 Pint 66	.002462	.002462

8. HAULING COST, GLASS ITEMS:

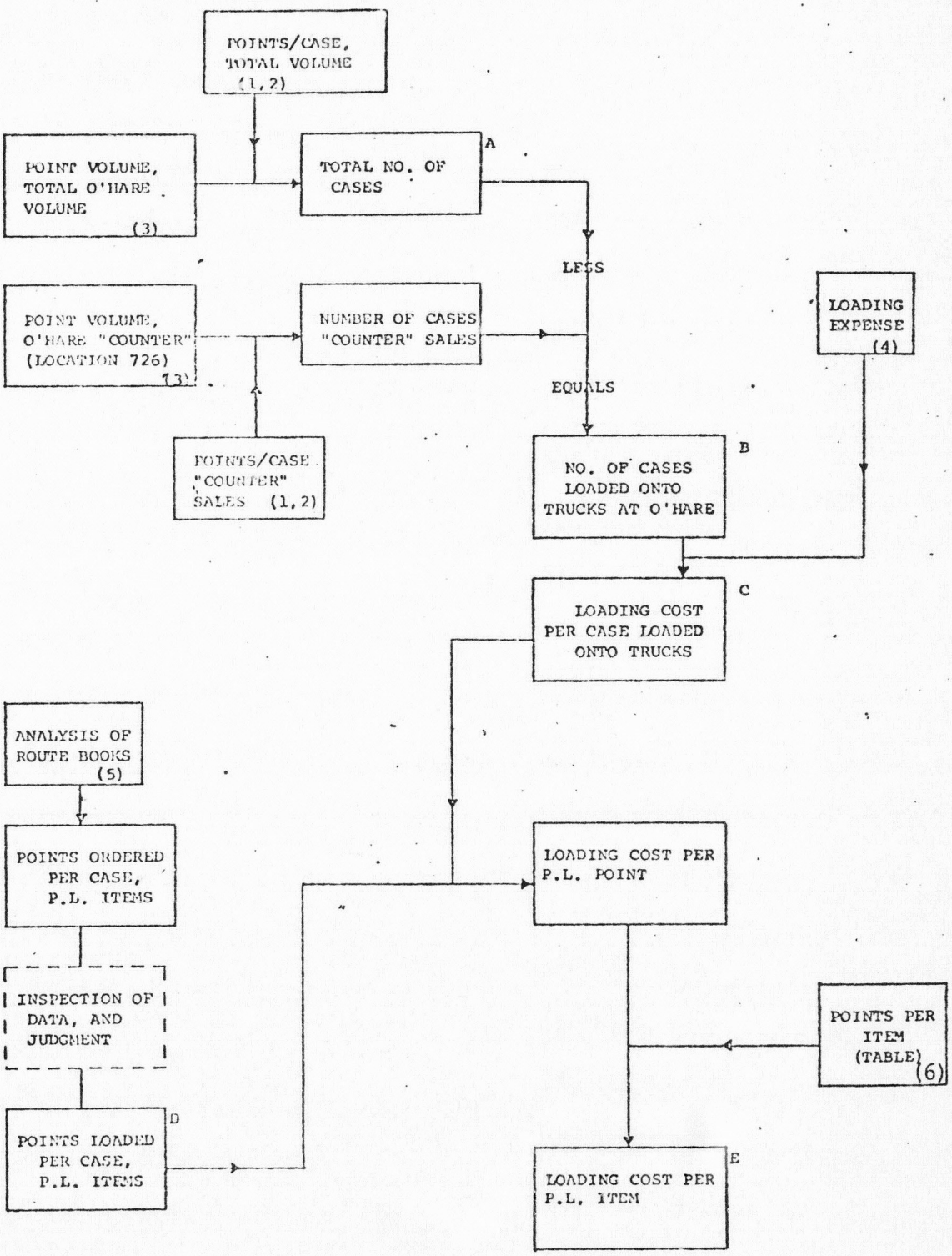
Glass gallon, 4/Case	.033853	.008463
Glass 1/2 gallon, 8/Case	.020311	.010156
Average All Woodstock Points		.0069

(1) 571,085÷18,139 See RA&PX 232, pp. 34 and 37
(2) Line 1 ÷ line 2
(3) RA&PX 71
(4) Line 4 ÷ line 3
(5) Line 5 ÷ 30 and 36 respectively
(6) Line 6a and 6b ÷ units per case

ATTACHMENT V

5614

ANTICIPATED LOADING COST/ITEM - PRIVATE LABEL ITEMS



(1) RA&P Exhibit 41, Woodstock Product Data 5/65
(2) RA&P Exhibit 78, Borden Data Re Containers Per Case
(3) RA&P Exhibit 70, O'Hare Sales Data 5/65
(4) RA&PX 71
(5) Borden Route Books
(6) RA&PX 66

SUMMARY OF TRUCK LOADING COST PER UNIT

PRODUCT	LOADING COST[1] PER UNIT
HOMO. QT. PAPER	$.004951
" ½ GAL. "	.009584
" GAL. "	.019788
2% ½ GAL. "	.014464
SKIM ½ GAL. "	.015002
" QUART "	.006014
BUTTER-½ GAL."	.012408
MILK QUART "	.006014
CHOCO. QUART "	.006204
½ & ½ PINT "	.003659
WH.CR.½ PINT "	.003659

NOTE: The documentation in support of the HOMO. PAPER QUART (PURE-PAK) is identical for all products and will not be repeated for each of the other ten products

(1) See RA&PX 232, p. 74.

ATTACHMENT VA

5616

O'HARE "COUNTER" SALES

ITEM ALL PRODUCTS

1. THE BORDEN COMPANY - CENTRAL DIVISION ESTIMATED PLANT PROCESSING COSTS BY PRODUCTS AND UNIT SIZES,(RA&PX 41)

CASE AND COMPANY WORKSHEET DATED 8/30/73 (RA&PX 232, p. 32)

	POINTS	CASES
VOLUME PRODUCED AT WOODSTOCK 5/65	12,809,895	571,085
LESS: BULK ITEMS NOT SIGNIFICANT IN "COUNTER" SALES	1,040,950	42,085
NON-BULK ITEMS	11,768,945	529,000
POINTS/CASE (1) =	22.248	

2. BORDEN DOCUMENT: O'HARE, 5TH PERIOD 1965. "COUNTER" SALES (2)

980,074 POINTS

3. ESTIMATED VOLUME OF CASES PICKED UP BY "COUNTER" CUSTOMERS, OR DELIVERED DIRECT TO GREAT LAKES NAVAL STATION FROM WOODSTOCK (3)

44,053 CASES

(1) 11,768,945÷529,000
(2) Source: RA&PX 70, "Counter" column, "Total Points Sold" line
(3) 980,074÷22.248

ATTACHMENT VB

5617

ESTIMATED CASE VOLUME LOADED ONTO TRUCKS BY LOADING CREW AT O'HARE BRANCH, 5TH PERIOD 1965

ITEM ALL PRODUCTS

1.	BORDEN DOCUMENT: O'HARE, 5TH PERIOD 1965 POINTS SOLD (1)	4,641,439 POINTS
2.	CASE AND COMPANY WORKSHEET DATED 8/30/73 AVERAGE POINTS/CASE SHIPPED FROM WOODSTOCK, 5TH PERIOD 1965 (SEE RA&PX 232, p. 32)	22.431
3.	CASES DELIVERED TO O'HARE LINE 1 ÷ LINE 2	206,921 CASES
4.	LESS: ESTIMATED SALES TO O'HARE "COUNTER" CUSTOMERS (SEE RA&PX 232, p. 42)	44,053
5.	CASES LOADED ONTO TRUCKS AT O'HARE, 5TH PERIOD 1965 (LINE 3 - LINE 4)	162,868

(1) RA&PX 70, "Total" Column, "Total Points Sold" line.

ATTACHMENT VC

5618

TRUCK LOADING COST PER CASE LOADED ONTO TRUCKS

ITEM ALL PRODUCTS

1.	ACCOUNT 723-37, 5/65*	$18,731.48
2.	NUMBER OF CASES LOADED ONTO TRUCKS (SEE RA&PX 232, P. 43)	162,868
3.	TRUCK LOADING COST PER CASE LINE 1 ÷ LINE 2	$ .115010

* THERE IS NO LOADING EXPENSE IN LOCATIONS 724, 725, 726. FOR CONTROL PURPOSES, ALL LOADING EXPENSES CHARGED TO WHOLESALE (LOCATION 723). FOR INTERNAL ANALYSES OF EXPENSES BY TYPE OF BUSINESS, BORDEN COMPANY DID NOT CHARGE LOADING EXPENSE TO "COUNTER" SALES (LOCATION 726).

POINTS LOADED PER CASE
PRIVATE LABEL ITEMS

5619

ITEM-ALL PRODUCTS

PRODUCT	AVERAGE POINTS ORDERED PER CASE	ESTIMATED AVERAGE POINTS PER LOADED CASE (1)	MAXIMUM POSSIBLE POINTS PER CASE
Homo. Paper Gallon	23.2491	23.2491	24.0
" " 1/2 Gal.	23.8896	24.0000	24.0
" " Quart	23.2293	23.2293	24.0
2% " 1/2 Gal.	15.9028	15.9028	24.0
Skim " 1/2 Gal.	15.3333	15.3333	24.0
" " Quart	10.6032	19.1240	24.0
Half and Half Paper Pint	25.7500	31.4360	42.0
BM Paper 1/2 Gal.	13.7952	18.5388	24.0
BM " Quart	8.5208	19.1240	24.0
Wh. Cr. Paper 1/2 Pint	5.6860	31.4360	66.0
Choco. Paper Quart	4.7436	18.5388	24.0

(1) ANALYSIS OF 19 A&P STORES, O'HARE BRANCH, MARCH, 1966
ASSUMES PRODUCTS OF CORRESPONDING BASE DIMENSION TYPICALLY ORDERED IN LESS-THAN-CASE QUANTITIES WOULD BE COMBINED FOR LOADING IN A SINGLE CASE WHENEVER AN ORDER FOR TWO OR MORE SUCH TYPES OF PRODUCTS COULD BE COMBINED WITHOUT EXCEEDING THE CAPACITY OF A CASE. (E.G., QUARTS OF CHOCOLATE MILK WITH HALF-GALLONS OF BUTTERMILK)

5620

A&P RECAPITULATION ØF PHYSICAL DELIVERIES

A&P #34 W19 MAR 66 PER ROUTE BOOK 19.16 PVT. LABEL

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
H GAL	36	48	36	48	72	72	36	48	48	48	60	60	612	1224.00
OTS	12	0	24	12	24	12	12	0	16	24	24	24	184	184.00
PP GAL	24	24	24	23	60	60	30	24	24	24	60	60	437	1748.00
BM H GAL	0	12	0	0	12	0	6	0	12	0	0	0	42	84.00
PT H&H	0	0	0	0	24	0	12	0	0	24	0	24	84	84.00
				TØTAL PØINTS										3324.00
						CASES								
H GAL	3	4	3	4	6	6	3	4	4	4	5	5	51	
OTS	1	0	1	1	1	1	1	0	1	1	1	1	10	
PP GAL	4	4	4	4	10	10	5	4	4	4	10	10	73	
BM H GAL	0	1	0	0	1	0	1	0	1	0	0	0	4	
PT H&H	0	0	0	0	1	0	1	0	0	1	0	1	4	
TØT CASES	8	9	8	9	19	17	11	8	10	10	16	17	142	

AVG PØINTS PER CASE 23.4085
AVG CASES PER DELIVERY 11.8333

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5621

A&P #34 W19 MAR 66 PER ROUTE BOOK 19.17

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	42	12	24	36	42	70	11	12	40	24	36	44	393	1572.00
H GAL	60	72	24	36	258	180	66	84	36	108	228	124	1276	2552.00
QTS	36	7	67	40	112	35	24	0	0	66	64	40	491	491.00
CHOC SKM H	0	0	0	6	6	14	0	0	24	10	18	12	90	180.00
CHOC QTS	0	0	6	6	16	12	7	0	3	12	2	20	84	84.00
CHOC H PT	16	0	0	8	20	25	19	0	4	18	0	8	118	29.50
BM H GAL	12	12	12	0	24	12	12	12	0	18	24	12	150	300.00
BM QTS	0	0	7	0	30	12	12	15	0	0	40	24	140	140.00
BM H GAL 2	0	12	0	0	26	5	10	16	2	15	16	14	116	232.00
H GAL SKM	18	5	0	2	26	27	4	6	4	14	14	22	142	284.00
QTS SKM	0	0	2	11	28	12	0	14	0	11	20	0	98	98.00
H PT XXX	6	0	0	0	16	0	4	0	0	0	12	8	46	46.00
PT H&H	8	42	36	16	90	100	4	42	36	46	92	92	604	604.00
SOUR CRM 1	0	0	0	6	6	4	14	0	0	9	14	4	57	114.00
SOUR CRM 8	0	0	0	23	12	7	2	0	0	23	24	28	119	119.00
DIP-FO	0	0	0	4	6	7	0	0	0	10	4	4	35	35.00
WUP	6	0	0	0	10	6	0	0	6	0	0	12	40	40.00
SO H&H PT	0	0	0	0	28	28	0	0	0	0	27	0	83	83.00
TRIP WHP 8	0	24	0	0	0	0	12	0	0	0	0	0	36	36.00
YOGURT H P	6	0	4	2	6	5	10	0	3	12	4	2	54	54.00
GAL 2%	16	16	16	16	16	16	16	8	8	16	16	16	176	704.00
				TOTAL POINTS										7797.50

						CASES							
GAL GLASS	11	3	6	9	11	18	3	3	10	6	9	11	100
H GAL	5	6	2	3	22	15	6	7	3	9	19	11	108
QTS	2	1	3	2	5	2	1	0	0	3	3	2	24
CHOC SKM H	0	0	0	1	1	2	0	0	2	1	2	1	10
CHOC QTS	0	0	1	1	1	1	1	0	1	1	1	1	9
CHOC H PT	1	0	0	1	1	1	1	0	1	1	0	1	8
BM H GAL	1	1	1	0	2	1	1	1	0	2	2	1	13
BM QTS	0	0	1	0	2	1	1	1	0	0	2	1	9
BM H GAL 2	0	1	0	0	3	1	1	2	1	2	2	2	15
H GAL SKM	2	1	0	1	3	3	1	1	1	2	2	2	19
QTS SKM	0	0	1	1	2	1	0	1	0	1	1	0	8
H PT XXX	1	0	0	0	1	0	1	0	0	0	1	1	5
PT H&H	1	1	1	1	3	3	1	1	1	2	3	3	21
SOUR CRM 1	0	0	0	1	1	1	1	0	0	1	1	1	7
SOUR CRM 8	0	0	0	1	1	1	1	0	0	1	1	1	7
DIP-FO	0	0	0	1	1	1	0	0	0	1	1	1	6
WUP	1	0	0	0	1	1	0	0	1	0	0	1	5
SO H&H PT	0	0	0	0	1	1	0	0	0	0	1	0	3
TRIP WHP 8	0	2	0	0	0	0	1	0	0	0	0	0	3
YOGURT H P	1	0	1	1	1	1	1	0	1	1	1	1	10
GAL 2%	4	4	4	4	4	4	4	2	2	4	4	4	44
TOT CASES	30	20	21	28	67	59	26	19	24	38	56	46	434

AVG POINTS PER CASE 17.9666

AVG CASES PER DELIVERY 36.1667

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5622

A&P #22 W19 MAR 66 PER ROUTE BOOK 19-09

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	12	16	16	12	12	12	8	12	12	12	12	12	148	592.00
H GAL.	48	60	48	60	60	60	48	60	72	60	60	48	684	1368.00
QTS	24	36	36	24	24	24	24	36	48	36	24	24	360	360.00
CHOC SKM H	2	0	6	2	0	0	0	0	6	14	0	0	30	60.00
CHOC QTS	4	0	0	4	0	0	4	0	0	4	0	0	16	16.00
BM H GAL	0	0	0	6	6	0	6	0	0	6	6	0	30	60.00
BM QTS	6	0	0	6	6	6	6	0	6	6	6	0	48	48.00
BM H GAL 2	0	6	6	12	6	6	6	6	6	12	0	0	66	132.00
H GAL SKM	12	0	6	12	0	0	0	12	6	12	0	0	60	120.00
QTS SKM	6	0	0	12	12	0	0	0	8	6	12	12	68	68.00
H PT XXX	4	0	2	2	0	4	4	0	20	0	0	0	36	36.00
PT H&H	24	0	24	24	24	0	24	24	24	36	24	24	252	252.00
SOUR CRM 1	12	0	0	6	0	8	8	8	0	10	0	6	58	116.00
SOUR CRM 8	12	0	18	0	0	2	12	12	0	12	0	12	80	80.00
DIP-FO	0	4	0	0	0	0	4	0	0	2	0	0	10	10.00
DIP-DB	0	2	0	0	0	0	0	0	0	0	0	0	2	2.00
WUP	0	0	0	0	0	0	4	2	0	2	0	0	8	8.00
SO H&H PT	8	8	10	10	18	30	0	0	0	0	8	8	100	100.00
YOGURT H P	4	0	0	6	0	4	0	0	0	0	0	0	14	14.00
GAL 2%	4	4	4	4	4	8	4	4	4	4	8	8	60	240.00
			TOTAL POINTS											3682.00

						CASES							
GAL GLASS	3	4	4	3	3	3	2	3	3	3	3	3	37
H GAL.	4	5	4	5	5	5	4	5	6	5	5	4	57
QTS	1	2	2	1	1	1	1	2	2	2	1	1	17
CHOC SKM H	1	0	1	1	0	0	0	0	1	2	0	0	6
CHOC QTS	1	0	0	1	0	0	1	0	0	1	0	0	4
BM H GAL	0	0	0	1	1	0	1	0	0	1	1	0	5
BM QTS	1	0	0	1	1	1	1	0	1	1	1	0	8
BM H GAL 2	0	1	1	1	1	1	1	1	1	1	0	0	9
H GAL SKM	1	0	1	1	0	0	0	1	1	1	0	0	6
QTS SKM	1	0	0	1	1	0	0	0	1	1	1	1	7
H PT XXX	1	0	1	1	0	1	1	0	1	0	0	0	6
PT H&H	1	0	1	1	1	0	1	1	1	1	1	1	10
SOUR CRM 1	1	0	0	1	0	1	1	1	0	1	0	1	7
SOUR CRM 8	1	0	1	0	0	1	1	1	0	1	0	1	7
DIP-FO	0	1	0	0	0	0	1	0	0	1	0	0	3
DIP-DB	0	1	0	0	0	0	0	0	0	0	0	0	1
WUP	0	0	0	0	0	0	1	1	0	1	0	0	3
SO H&H PT	1	1	1	1	1	2	0	0	0	0	1	1	9
YOGURT H P	1	0	0	1	0	1	0	0	0	0	0	0	3
GAL 2%	1	1	1	1	1	2	1	1	1	1	2	2	15
TOT CASES	20	16	18	22	16	19	18	17	19	24	16	15	220

AVG POINTS PER CASE 16.7364

AVG CASES PER DELIVERY 18.3333

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5623

A&P #22 W19 MAR 66 PER ROUTE BOOK 19-1

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
UNITS														
PP GAL	0	6	6	0	6	6	0	6	6	6	0	6	48	192.00
TOTAL POINTS														192.00
CASES														
PP GAL	0	1	1	0	1	1	0	1	1	1	0	1	8	
TOT CASES	0	1	1	0	1	1	0	1	1	1	0	1	8	

AVG POINTS PER CASE 24
AVG CASES PER DELIVERY 1

5624

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #79 W19 MAR 66 PER ROUTE BOOK 19.07

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	36	24	24	36	48	60	36	24	24	36	60	60	468	936.0
OTS	24	0	0	24	0	24	0	24	0	24	0	24	144	144.0
PP GAL	12	6	6	12	18	24	12	12	6	6	18	18	150	600.0
BM H GAL 2	6	0	0	12	0	6	6	0	0	12	0	0	42	84.0
H GAL SKM	6	0	0	12	0	6	6	0	0	12	0	0	42	84.0
OTS SKM	6	0	0	6	0	0	6	0	0	6	0	0	24	24.0
H PT XXX	0	0	0	6	0	6	0	0	0	0	0	0	12	12.0
PT H&H	12	0	0	42	0	0	12	0	0	42	0	0	108	108.0
				TOTAL POINTS										1992.00
						CASES								
H GAL	3	2	2	3	4	5	3	2	2	3	5	5	39	
OTS	1	0	0	1	0	1	0	1	0	1	0	1	6	
PP GAL	2	1	1	2	3	4	2	2	1	1	3	3	25	
BM H GAL 2	1	0	0	1	0	1	1	0	0	1	0	0	5	
H GAL SKM	1	0	0	1	0	1	1	0	0	1	0	0	5	
OTS SKM	1	0	0	1	0	0	1	0	0	1	0	0	4	
H PT XXX	0	0	0	1	0	1	0	0	0	0	0	0	2	
PT H&H	1	0	0	1	0	0	1	0	0	1	0	0	4	
TOT CASES	10	3	3	11	7	13	9	5	3	9	8		90	

AVG POINTS PER CASE. 22.1333
AVG CASES PER DELIVERY 7.5

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #79 W19 MAR 66 PER ROUTE BOOK 19.06

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	32	24	20	20	32	68	32	24	24	32	40	40	388	1552.00
H GAL	60	60	72	72	120	180	60	60	60	72	120	180	1116	2232.00
QTS	24	24	48	48	48	72	24	24	24	48	48	48	480	480.00
CHOC SKM H	0	0	0	0	0	0	0	0	6	6	0	0	12	24.00
CHOC QTS	6	0	0	6	12	12	6	0	0	0	12	12	66	66.00
BM H GAL	6	0	0	0	12	0	6	0	0	0	12	12	48	96.00
BM QTS	12	0	0	0	24	0	12	0	4	12	24	12	100	100.00
BM H GAL 2	6	6	6	12	12	12	12	6	6	12	12	12	114	228.00
H GAL SKM	6	6	6	12	12	12	12	6	6	12	12	12	114	228.00
QTS SKM	6	6	0	12	12	12	12	0	12	12	12	12	108	108.00
H PT XXX	6	0	0	6	6	12	6	0	0	6	6	10	58	58.00
PT H&H	24	24	24	42	84	84	24	24	24	42	84	84	564	564.00
SOUR CRM 1	6	0	0	0	28	12	6	0	0	0	0	0	52	104.00
SOUR CRM 8	12	0	0	12	36	24	12	0	0	12	48	12	168	168.00
DIP-FO	6	0	6	0	0	6	0	0	6	6	6	0	36	36.00
SO H&H PT	6	0	12	12	0	12	6	0	0	12	0	6	66	66.00
TRIP WHP 8	0	0	0	24	0	0	0	0	0	0	0	0	24	24.00
YOGURT H P	0	6	6	6	0	10	6	0	6	6	6	6	58	58.00
GAL 2%	8	4	0	0	8	8	8	4	8	8	8	8	72	288.00
			TOTAL POINTS											6480.00
						CASES								
GAL GLASS	8	6	5	5	8	17	8	6	6	8	10	10	97	
H GAL	5	5	6	6	10	15	5	5	5	6	10	15	93	
QTS	1	1	2	2	2	3	1	1	1	2	2	2	20	
CHOC SKM H	0	0	0	0	0	0	0	0	1	1	0	0	2	
CHOC QTS	1	0	0	1	1	1	1	0	0	0	1	1	7	
BM H GAL	1	0	0	0	1	0	1	0	0	0	1	1	5	
BM QTS	1	0	0	0	1	0	1	0	1	1	1	1	7	
BM H GAL 2	1	1	1	1	1	1	1	1	1	1	1	1	12	
H GAL SKM	1	1	1	1	1	1	1	1	1	1	1	1	12	
QTS SKM	1	1	0	1	1	1	1	0	1	1	1	1	10	
H PT XXX	1	0	0	1	1	1	1	0	0	1	1	1	8	
PT H&H	1	1	1	1	2	2	1	1	1	1	2	2	16	
SOUR CRM 1	1	0	0	0	1	1	1	0	0	0	0	0	4	
SOUR CRM 8	1	0	0	1	1	1	1	0	0	1	1	1	8	
DIP-FO	1	0	1	0	0	1	0	0	1	1	1	0	6	
SO H&H PT	1	0	1	1	0	1	1	0	0	1	0	1	7	
TRIP WHP 8	0	0	0	2	0	0	0	0	0	0	0	0	2	
YOGURT H P	0	1	1	1	0	1	1	0	1	1	1	1	9	
GAL 2%	2	1	0	0	2	2	2	1	2	2	2	2	18	
TOT CASES	28	18	19	24	33	49	28	16	22	29	36	41	343	

AVG POINTS PER CASE 18.8921

AVG CASES PER DELIVERY 28.5833

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #26 W19 MAR 66 PER ROUTE BOOK 19.04

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	48	48	60	60	60	84	24	24	12	60	72	84	636	1272.00
QTS	36	24	12	12	24	48	24	12	0	24	24	48	288	288.00
PP GAL	6	6	18	12	12	24	12	6	0	0	18	6	120	480.00
CHOC QTS	0	0	6	0	0	6	0	0	0	0	0	0	12	12.00
BM H GAL	0	0	0	0	0	0	0	6	0	0	0	0	6	12.00
BM H GAL 2	6	0	6	12	6	6	0	0	0	12	12	6	66	132.00
H GAL SKM	6	0	6	12	6	6	6	0	0	12	12	12	78	156.00
QTS SKM	6	0	6	12	6	6	6	6	0	6	12	18	84	84.00
H PT XXX	6	0	0	0	12	12	0	0	0	0	6	0	36	36.00
PT H&H	0	0	0	12	0	0	0	0	0	12	0	0	24	24.00
			TOTAL POINTS											2496.00
						CASES								
H GAL	4	4	5	5	5	7	2	2	1	5	6	7	53	
QTS	2	1	1	1	1	2	1	1	0	1	1	2	14	
PP GAL	1	1	3	2	2	4	2	1	0	0	3	1	20	
CHOC QTS	0	0	1	0	0	1	0	0	0	0	0	0	2	
BM H GAL	0	0	0	0	0	0	0	1	0	0	0	0	1	
BM H GAL 2	1	0	1	1	1	1	0	0	0	1	1	1	8	
H GAL SKM	1	0	1	1	1	1	1	0	0	1	1	1	9	
QTS SKM	1	0	1	1	1	1	1	1	0	1	1	1	10	
H PT XXX	1	0	0	0	1	1	0	0	0	0	1	0	4	
PT H&H	0	0	0	1	0	0	0	0	0	1	0	0	2	
TOT CASES	11	6	13	12	12	18	7	6	1	10	14	13	123	

AVG POINTS PER CASE 20.2927

AVG CASES PER DELIVERY 10.25

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5627

A&P #26 W19 MAR 66 PER ROUTE BOOK 19.03

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	8	8	4	12	16	20	8	8	0	12	16	20	132	528.00
H GAL	36	48	60	60	72	96	24	36	48	60	84	108	732	1464.00
QTS	36	24	24	24	48	48	24	24	24	24	48	48	396	396.00
CHOC SKM H	0	0	0	12	0	0	0	0	12	6	12	24	66	132.00
CHOC QTS	6	0	0	6	0	0	0	0	6	0	6	0	24	24.00
CHOC H PT	12	0	0	12	16	16	12	0	0	12	16	0	96	24.00
BM H GAL	6	0	0	0	12	0	0	6	0	0	12	6	42	84.00
BM QTS	6	0	12	6	6	12	12	6	0	18	12	6	96	96.00
BM H GAL 2	6	6	0	12	12	18	6	6	0	12	12	18	108	216.00
H GAL SKM	6	6	6	6	12	18	6	6	0	12	18	12	108	216.00
QTS SKM	6	6	12	12	24	0	0	0	0	12	24	12	108	108.00
H PT XXX	6	0	6	0	12	0	0	0	0	0	12	0	36	36.00
PT H&H	42	24	42	0	84	84	24	42	24	24	84	84	558	558.00
SOUR CRM 1	6	0	12	0	24	0	0	0	0	0	18	6	66	132.00
SOUR CRM 8	12	0	24	0	36	0	0	0	0	12	24	0	108	108.00
DIP-FO	6	0	6	6	0	0	0	0	0	6	12	6	42	42.00
DIP-DB	2	0	0	0	0	0	0	0	0	2	2	0	6	6.00
WUP	6	0	0	0	16	12	6	0	0	0	12	12	64	64.00
SO H&H PT	6	0	12	0	12	12	0	0	6	0	12	6	66	66.00
TRIP WHP 8	0	0	0	0	12	0	0	0	0	12	0	0	24	24.00
YOGURT H P	6	0	0	0	0	0	6	6	0	6	12	12	48	48.00
					TOTAL POINTS									4372.00

						CASES							
GAL GLASS	2	2	1	3	4	5	2	2	0	3	4	5	33
H GAL	3	4	5	5	6	8	2	3	4	5	7	9	61
QTS	2	1	1	1	2	2	1	1	1	1	2	2	17
CHOC SKM H	0	0	0	1	0	0	0	0	1	1	1	2	6
CHOC QTS	1	0	0	1	0	0	0	0	1	0	1	0	4
CHOC H PT	1	0	0	1	1	1	1	0	0	1	1	0	7
BM H GAL	1	0	0	0	1	0	0	1	0	0	1	1	5
BM QTS	1	0	1	1	1	1	1	1	0	1	1	1	10
BM H GAL 2	1	1	0	1	1	2	1	1	0	1	1	2	12
H GAL SKM	1	1	1	1	1	2	1	1	0	1	2	1	13
QTS SKM	1	1	1	1	1	0	0	0	0	1	1	1	8
H PT XXX	1	0	1	0	1	0	0	0	0	0	1	0	4
PT H&H	1	1	1	0	2	2	1	1	1	1	2	2	15
SOUR CRM 1	1	0	1	0	1	0	0	0	0	0	1	1	5
SOUR CRM 8	1	0	1	0	1	0	0	0	0	1	1	0	5
DIP-FO	1	0	1	1	0	0	0	0	0	1	1	1	6
DIP-DB	1	0	0	0	0	0	0	0	0	1	1	0	3
WUP	1	0	0	0	1	1	1	0	0	0	1	1	6
SO H&H PT	1	0	1	0	1	1	0	0	1	0	1	1	7
TRIP WHP 8	0	0	0	0	1	0	0	0	0	1	0	0	2
YOGURT H P	1	0	0	0	0	0	1	1	0	1	1	1	6
TOT CASES	23	11	16	17	26	25	12	12	9	21	32	31	235

AVG POINTS PER CASE 18.6043

AVG CASES PER DELIVERY 19.5833

5628

A&P RECAPITULATION OF PHYSICAL DELIVERIES

#77 A&P N.HARLEM W18 MAR 66 PER ROUTE BOOK 18.77

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	24	24	24	48	48	48	0	0	24	24	24	0	288	576.
QTS	24	24	24	24	24	24	24	0	24	24	24	24	264	264.
PP GAL	7	12	10	16	12	12	10	12	12	12	8	12	135	540.
CHOC QTS	2	0	2	3	2	3	3	3	3	4	2	0	27	27.
BM H GAL	6	4	0	4	4	4	4	0	6	8	4	0	44	88.
BM QTS	6	10	4	4	3	6	6	6	6	6	3	6	66	66.
BM H GAL 2	24	0	0	12	12	0	0	0	12	12	0	0	72	144.
H GAL SKM	12	12	0	12	10	18	18	20	18	20	18	0	158	316.
QTS SKM	12	12	0	14	12	18	12	12	18	18	12	12	152	152.
H PT XXX	4	0	6	8	6	8	4	6	6	10	6	0	64	64.
PT H&H	0	22	22	20	20	0	0	0	12	0	20	20	136	136.
						TOTAL POINTS								2373.00

						CASES							
H GAL	2	2	2	4	4	4	0	0	2	2	2	0	24
QTS	1	1	1	1	1	1	1	0	1	1	1	1	11
PP GAL	2	2	2	3	2	2	2	2	2	2	2	2	25
CHOC QTS	1	0	1	1	1	1	1	1	1	1	1	0	10
BM H GAL	1	1	0	1	1	1	1	0	1	1	1	0	9
BM QTS	1	1	1	1	1	1	1	1	1	1	1	1	12
BM H GAL 2	2	0	0	1	1	0	0	0	1	1	0	0	6
H GAL SKM	1	1	0	1	1	2	2	2	2	2	2	0	16
QTS SKM	1	1	0	1	1	1	1	1	1	1	1	1	11
H PT XXX	1	0	1	1	1	1	1	1	1	1	1	0	10
PT H&H	0	1	1	1	1	0	0	0	1	0	1	1	7
TOT CASES	13	10	9	16	15	14	10	8	14	13	13	6	141

AVG POINTS PER CASE 16.8293

AVG CASES PER DELIVERY 11.75

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5629

A&P 077 WIS MAR 66 PER ROUTE BOOK 13-25

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	12	14	12	14	12	24	12	10	10	12	10	16	158	632.00
H GAL	60	72	60	96	96	84	60	60	60	84	96	60	888	1776.00
QTS	24	24	24	24	24	36	0	24	24	24	24	24	276	276.00
CHOC SKM H	2	3	2	2	0	0	2	3	6	8	0	0	28	56.00
CHOC SHK H	0	0	4	0	0	0	0	0	0	0	0	0	4	16.00
BM H GAL 2	12	36	24	18	18	36	12	24	24	24	24	12	264	528.00
H PT XXX	6	0	0	0	0	0	0	0	0	0	0	0	6	6.00
PT H&H	42	24	0	24	24	44	20	24	24	24	24	44	318	318.00
SOUR CRM 1	4	0	4	6	6	4	2	0	4	4	0	0	34	68.00
SOUR CRM 8	4	8	6	6	8	8	4	4	2	6	6	8	70	70.00
DIP-FO	0	0	0	3	2	2	0	0	4	4	0	2	17	17.00
DIP-DB	0	0	0	3	2	2	0	0	0	0	0	2	9	9.00
WUP	0	0	0	0	0	2	2	0	0	0	2	0	6	6.00
SO H&H PT	3	4	4	6	6	3	2	2	0	2	4	3	39	39.00
TRIP WHP 8	0	0	0	0	0	0	0	24	0	0	0	0	24	24.00
YOGURT H P	0	0	6	5	3	3	0	0	3	0	4	8	32	32.00
GAL 2%	4	8	4	6	6	8	6	6	6	6	6	8	74	296.00
				TOTAL POINTS										4154.00
						CASES								
GAL GLASS	3	4	3	4	3	6	3	3	3	3	3	4	42	
H GAL	5	6	5	8	8	7	5	5	5	7	8	5	74	
QTS	1	1	1	1	1	2	0	1	1	1	1	1	12	
CHOC SKM H	1	1	1	1	0	0	1	1	1	1	0	0	8	
CHOC SHK H	0	0	1	0	0	0	0	0	0	0	0	0	1	
BM H GAL 2	1	3	2	2	2	3	1	2	2	2	2	1	23	
H PT XXX	1	0	0	0	0	0	0	0	0	0	0	0	1	
PT H&H	1	1	0	1	1	2	1	1	1	1	1	2	13	
SOUR CRM 1	1	0	1	1	1	1	1	0	1	1	0	0	8	
SOUR CRM 8	1	1	1	1	1	1	1	1	1	1	1	1	12	
DIP-FO	0	0	0	1	1	1	0	0	1	1	0	1	6	
DIP-DB	0	0	0	1	1	1	0	0	0	0	0	1	4	
WUP	0	0	0	0	0	1	1	0	0	0	1	0	3	
SO H&H PT	1	1	1	1	1	1	1	1	0	1	1	1	11	
TRIP WHP 8	0	0	0	0	0	0	0	2	0	0	0	0	2	
YOGURT H P	0	0	1	1	1	1	0	0	1	0	1	1	7	
GAL 2%	1	2	1	2	2	2	2	2	2	2	2	2	22	
TOT CASES	17	20	18	25	23	29	17	19	19	21	21	20	249	

AVG POINTS PER CASE 16.6827

AVG CASES PER DELIVERY 20.75

5630

A&P RECAPITULATION OF PHYSICAL DELIVERIES

#134 A&P 940 LAKE STREET OAK PARK WIS MAR 66 PER ROUTE BOOK 16.23

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	3	0	0	3	0	6	0	3	2	2	4	2	25	100.00
H GAL	24	24	24	24	12	36	24	24	24	36	24	24	300	600.00
QTS	18	18	24	24	12	24	24	24	18	18	24	24	252	252.00
CHOC SKM H	0	0	0	0	0	3	0	0	2	0	4	2	11	22.00
CHOC QTS	0	1	0	0	2	0	2	0	1	0	1	3	10	10.00
BM H GAL	1	0	0	2	0	0	3	0	0	2	1	2	11	22.00
BM QTS	2	0	3	2	0	2	3	2	0	3	2	3	22	22.00
BM H GAL 2	6	6	6	0	6	6	0	4	6	6	6	6	55	110.00
H GAL SKM	6	3	0	6	4	6	6	0	6	0	6	4	47	94.00
QTS SKM	8	0	4	4	8	10	8	8	4	6	4	6	70	70.00
PT H&H	20	20	10	10	10	20	15	20	20	15	5	10	175	175.00
SOUR CRM 1	0	2	4	4	6	4	0	0	0	0	2	2	24	48.00
SOUR CRM 8	6	6	3	3	8	6	3	4	0	3	6	6	54	54.00
DIP-FO	2	0	0	0	0	3	0	0	0	2	0	0	7	7.00
SO H&H PT	2	0	4	0	4	6	2	0	0	0	2	0	20	20.00
TRIP WHP 8	6	0	0	0	4	6	0	0	0	0	0	0	16	16.00
YOGURT H P	6	6	4	6	0	0	4	0	0	6	4	4	40	40.00
QTS H&H	2	2	3	0	0	2	3	2	2	0	0	0	16	32.00
						TOTAL POINTS								1700.00
						CASES								
GAL GLASS	1	0	0	1	0	2	0	1	1	1	1	1	9	
H GAL	2	2	2	2	1	3	2	2	2	3	2	2	25	
QTS	1	1	1	1	1	1	1	1	1	1	1	1	12	
CHOC SKM H	0	0	0	0	0	1	0	0	1	0	1	1	4	
CHOC QTS	0	1	0	0	1	0	1	0	1	0	1	1	6	
BM H GAL	1	0	0	1	0	0	1	0	0	1	1	1	6	
BM QTS	1	0	1	1	0	1	1	1	0	1	1	1	9	
BM H GAL 2	1	1	1	0	1	1	0	1	1	1	1	1	10	
H GAL SKM	1	1	0	1	1	1	1	0	1	0	1	1	9	
QTS SKM	1	0	1	1	1	1	1	1	1	1	1	1	11	
PT H&H	1	1	1	1	1	1	1	1	1	1	1	1	12	
SOUR CRM 1	0	1	1	1	1	1	0	0	0	0	1	1	7	
SOUR CRM 8	1	1	1	1	1	1	1	1	0	1	1	1	11	
DIP-FO	1	0	0	0	0	1	0	0	0	1	0	0	3	
SO H&H PT	1	0	1	0	1	1	1	0	0	0	1	0	6	
TRIP WHP 8	1	0	0	0	1	1	0	0	0	0	0	0	3	
YOGURT H P	1	1	1	1	0	0	1	0	0	1	1	1	8	
QTS H&H	1	1	1	0	0	1	1	1	1	0	0	0	7	
TOT CASES	16	11	12	12	11	18	13	10	11	13	16	15	158	

AVG POINTS PER CASE. 10.7595

AVG CASES PER DELIVERY 13.1667

5631

A&P RECAPITULATION OF PHYSICAL DELIVERIES

#134 A&P 940 LAKE STREET OAK PARK W13 MAR 66 PER ROUTE BOOK 16.22

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	24	24	24	12	36	0	24	24	24	12	12	24	240	480.00
QTS	24	12	24	12	12	0	12	24	36	12	12	12	192	192.00
PP GAL	4	6	2	2	4	0	6	4	2	2	2	2	36	144.00
CHOC QTS	2	0	2	0	2	0	2	0	0	2	2	1	13	13.00
BM H GAL	3	0	2	1	2	0	2	0	0	0	2	3	15	30.00
BM QTS	2	0	0	1	2	0	3	0	1	0	3	1	13	13.00
BM H GAL 2	12	12	12	6	18	0	0	6	12	6	12	12	108	216.00
QTS SKM	6	0	0	8	6	0	8	4	4	6	6	6	54	54.00
H PT XXX	4	0	2	3	6	0	6	0	3	3	10	10	47	47.00
PT H&H	5	0	8	10	0	0	10	5	5	0	5	5	53	53.00
1/2 GLL SKIM	6	0	0	8	6	0	6	0	0	0	6	6	38	76.00
												TOTAL POINTS		1318.00
						CASES								
H GAL	2	2	2	1	3	0	2	2	2	1	1	2	20	
QTS	1	1	1	1	1	0	1	1	2	1	1	1	12	
PP GAL	1	1	1	1	1	0	1	1	1	1	1	1	11	
CHOC QTS	1	0	1	0	1	0	1	0	0	1	1	1	7	
BM H GAL	1	0	1	1	1	0	1	0	0	0	1	1	7	
BM QTS	1	0	0	1	1	0	1	0	1	0	1	1	7	
BM H GAL 2	1	1	1	1	2	0	0	1	1	1	1	1	11	
QTS SKM	1	0	0	1	1	0	1	1	1	1	1	1	9	
H PT XXX	1	0	1	1	1	0	1	0	1	1	1	1	9	
PT H&H	1	0	1	1	0	0	1	1	1	0	1	1	8	
1/2 GLL SKIM	1	0	0	1	1	0	1	0	0	0	1	1	6	
TOT CASES	12	5	9	10	13	0	11	7	10	7	11	12	107	

AVG POINTS PER CASE

AVG CASES PER DELIVERY

5632

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #37 W18 MAR 66 PER ROUTE BOOK 15-21

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	24	16	24	24	40	40	24	20	20	40	60	0	332	1328.
CHOC SKM H	3	3	3	3	0	3	3	3	3	3	4	0	31	62.
CHOC H PT	0	10	15	10	15	15	15	12	0	15	15	0	122	30.
BM OTS	0	0	24	0	0	0	0	0	0	0	0	0	24	24.
H PT XXX	0	0	0	0	0	0	0	0	0	0	0	0	0	.
SOUR CRM 1	3	0	2	2	6	4	4	2	2	2	8	0	35	70.
SOUR CRM 8	4	2	0	4	8	2	6	3	4	1	8	0	42	42.
DIP-FO	2	0	1	2	0	0	0	0	0	0	4	0	9	9.
SO H&H PT	2	0	1	0	0	0	3	0	2	2	3	0	13	13.
TRIP WHP 8	0	0	0	0	12	0	0	0	6	12	24	0	54	54.
YOGURT H P	4	0	4	2	4	2	6	4	4	4	8	0	42	42.
OTS H&H	4	3	2	2	6	6	0	3	4	6	6	0	42	84.
			TOTAL POINTS											1758.5
						CASES								
GAL GLASS	6	4	6	6	10	10	6	5	5	10	15	0	83	
CHOC SKM H	1	1	1	1	0	1	1	1	1	1	1	0	10	
CHOC H PT	0	1	1	1	1	1	1	1	0	1	1	0	9	
BM OTS	0	0	1	0	0	0	0	0	0	0	0	0	1	
H PT XXX	0	0	0	0	0	0	0	0	0	0	0	0	0	
SOUR CRM 1	1	0	1	1	1	1	1	1	1	1	1	0	10	
SOUR CRM 8	1	1	0	1	1	1	1	1	1	1	1	0	10	
DIP-FO	1	0	1	1	0	0	0	0	0	0	1	0	4	
SO H&H PT	1	0	1	0	0	0	1	0	1	1	1	0	6	
TRIP WHP 8	0	0	0	0	1	0	0	0	1	1	2	0	5	
YOGURT H P	1	0	1	1	1	1	1	1	1	1	1	0	10	
OTS H&H	1	1	1	1	1	1	0	1	1	1	1	0	10	
TOT CASES	13	8	14	13	16	16	12	11	12	18	25	0	156	

AVG POINTS PER CASE 11.1297
AVG CASES PER DELIVERY 14.3636

5633

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #37 W18 MAR 66 PER ROUTE BOOK 18.20

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	72	96	60	60	240	360	108	60	60	120	240	360	1836	3672.00
QTS	48	48	48	48	96	96	48	72	48	96	96	120	864	864.00
PP GAL	18	18	18	18	35	36	36	18	18	24	36	42	317	1268.00
CHOC QTS	3	3	2	2	6	3	3	2	3	3	6	3	39	39.00
BM H GAL	12	12	12	12	24	24	24	12	12	0	0	0	144	288.00
BM QTS	24	24	0	48	48	48	48	24	24	0	0	0	288	288.00
BM H GAL 2	3	3	0	3	3	3	3	2	2	2	6	3	33	66.00
H GAL SKM	3	3	2	4	6	3	4	0	4	0	6	6	41	82.00
QTS SKM	6	6	3	6	12	6	12	12	12	0	12	20	107	107.00
H PT XXX	2	1	1	0	0	0	0	1	0	0	0	0	5	5.00
PT H&H	15	15	15	20	36	24	10	15	20	0	36	36	242	242.00
					TOTAL	POINTS								6921.00
						CASES								
H GAL	6	8	5	5	20	30	9	5	5	10	20	30	153	
QTS	2	2	2	2	4	4	2	3	2	4	4	5	36	
PP GAL	3	3	3	3	6	6	6	3	3	4	6	7	53	
CHOC QTS	1	1	1	1	1	1	1	1	1	1	1	1	12	
BM H GAL	1	1	1	1	2	2	2	1	1	0	0	0	12	
BM QTS	1	1	0	2	2	2	2	1	1	0	0	0	12	
BM H GAL 2	1	1	0	1	1	1	1	1	1	1	1	1	11	
H GAL SKM	1	1	1	1	1	1	1	0	1	0	1	1	10	
QTS SKM	1	1	1	1	1	1	1	1	1	0	1	1	11	
H PT XXX	1	1	1	0	0	0	0	1	0	0	0	0	4	
PT H&H	1	1	1	1	1	1	1	1	1	0	1	1	11	
TOT CASES	19	21	16	18	39	49	26	18	17	20	35	47	325	

AVG POINTS PER CASE 21.2954

AVG CASES PER DELIVERY 27.0333

A&P RECAPITULATION OF PHYSICAL DELIVERIES

PNT 200 N. CICERO AVENUE A&P W18 MAR 66 PER ROUTE BOOK 18-08

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	24	28	28	16	16	68	28	24	28	24	20	68	372	1488.00
H GAL	60	60	60	48	120	300	60	60	60	66	120	300	1314	2625.00
QTS	24	24	24	48	48	72	24	24	24	48	48	72	480	480.00
CHOC SKM H	0	6	6	0	0	12	6	6	6	6	0	12	60	120.00
CHOC H PT	0	20	0	0	0	15	15	0	12	0	0	0	62	15.50
CHOC SHK H	0	0	24	0	0	0	5	0	18	0	0	0	47	11.75
PT H&H	0	0	0	0	0	12	0	0	0	0	0	12	24	24.00
SOUR CRM 1	6	0	0	0	4	12	6	0	0	8	0	5	41	82.00
SOUR CRM S	6	12	8	10	4	12	6	0	0	8	0	12	78	78.00
DIP-FO	0	10	8	0	0	20	6	0	0	6	0	15	65	65.00
WUP	0	0	0	5	0	0	0	0	0	4	0	2	11	11.00
SO H&H PT	2	4	0	0	4	10	4	0	0	4	0	6	34	34.00
TRIP WHP S	0	0	0	12	12	12	0	0	0	0	0	24	60	60.00
YOGURT H P	4	4	4	0	0	6	4	4	4	0	0	4	34	34.00
GAL 2%	8	8	12	4	8	12	8	0	8	8	8	12	96	384.00
			TOTAL POINTS											5515.25
						CASES								
GAL GLASS	6	7	7	4	4	17	7	6	7	6	5	17	93	
H GAL	5	5	5	4	10	25	5	5	5	6	10	25	110	
QTS	1	1	1	2	2	3	1	1	1	2	2	3	20	
CHOC SKM H	0	1	1	0	0	1	1	1	1	1	0	1	8	
CHOC H PT	0	1	0	0	0	1	1	0	1	0	0	0	4	
CHOC SHK H	0	0	1	0	0	0	1	0	1	0	0	0	3	
PT H&H	0	0	0	0	0	1	0	0	0	0	0	1	2	
SOUR CRM 1	1	0	0	0	1	1	1	0	0	1	0	1	6	
SOUR CRM S	1	1	1	1	1	1	1	0	0	1	0	1	9	
DIP-FO	0	1	1	0	0	1	1	0	0	1	0	1	6	
WUP	0	0	0	1	0	0	0	0	0	1	0	1	3	
SO H&H PT	1	1	0	0	1	1	1	0	0	1	0	1	7	
TRIP WHP S	0	0	0	1	1	1	0	0	0	0	0	2	5	
YOGURT H P	1	1	1	0	0	1	1	1	1	0	0	1	8	
GAL 2%	2	2	3	1	2	3	2	0	2	2	2	3	24	
TOT CASES	18	21	21	14	22	57	23	14	19	22	19	58	308	

AVG POINTS PER CASE 17.9067
AVG CASES PER DELIVERY 25.6667

5635

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #01 W04 MAR 66 PER ROUTE BOOK 4.05

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	12	12	24	12	12	12	12	0	12	12	12	12	144	288.00
QTS	36	24	12	36	36	36	24	12	24	24	24	24	312	312.00
PP GAL	6	6	6	6	6	14	6	0	6	0	6	6	68	272.00
CHOC QTS	2	0	2	2	0	4	4	2	4	0	0	0	20	20.00
BM H GAL	2	2	0	4	6	3	0	0	3	4	3	5	32	64.00
BM QTS	0	3	4	6	6	4	4	2	0	6	3	6	44	44.00
BM H GAL 2	9	6	4	10	6	10	4	0	0	3	6	10	68	136.00
H GAL SKM	8	3	6	9	6	9	3	3	0	0	6	10	63	126.00
QTS SKM	9	0	10	6	4	0	6	0	0	3	9	8	55	55.00
H PT XXX	3	0	0	2	4	5	2	2	0	0	6	8	32	32.00
PT H&H	24	12	0	24	24	24	12	12	0	24	12	24	192	192.00
						TOTAL POINTS								1541.00
						CASES								
H GAL	1	1	2	1	1	1	1	0	1	1	1	1	12	
QTS	2	1	1	2	2	2	1	1	1	1	1	1	16	
PP GAL	1	1	1	1	1	3	1	0	1	0	1	1	12	
CHOC QTS	1	0	1	1	0	1	1	1	1	0	0	0	7	
BM H GAL	1	1	0	1	1	1	0	0	1	1	1	1	9	
BM QTS	0	1	1	1	1	1	1	1	0	1	1	1	10	
BM H GAL 2	1	1	1	1	1	1	1	0	0	1	1	1	10	
H GAL SKM	1	1	1	1	1	1	1	1	0	0	1	1	10	
QTS SKM	1	0	1	1	1	0	1	0	0	1	1	1	8	
H PT XXX	1	0	0	1	1	1	1	1	0	0	1	1	8	
PT H&H	1	1	0	1	1	1	1	1	0	1	1	1	10	
TOT CASES	11	8	9	12	11	13	10	6	5	7	10	10	112	

AVG POINTS PER CASE 13.7589

AVG CASES PER DELIVERY 9.33333

A&P RECAPITULATION ØF PHYSICAL DELIVERIES

A&P #01 W04 MAR 66 PER RØUTE B00K 4.06

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
GAL GLASS	6	0	2	4	6	6	4	4	0	0	6	6	44	176.00
H GAL	48	60	48	60	60	72	48	24	24	48	60	96	648	1296.00
CHØC SKM H	0	0	0	0	0	0	5	0	0	8	4	12	29	58.00
SØUR CRM 1	3	0	0	2	2	2	4	0	0	0	6	6	25	50.00
SØUR CRM 8	4	4	8	10	6	6	6	0	0	0	10	9	63	63.00
DIP-FØ	2	0	2	0	0	2	3	0	0	0	0	0	9	9.00
WUP	2	0	0	2	3	3	2	0	0	3	0	3	18	18.00
SØ H&H PT	2	6	8	0	3	4	3	0	0	0	0	0	26	26.00
TRIP WHP 8	3	0	0	0	0	4	2	0	0	3	0	4	16	16.00
YØGURT H P	6	3	0	8	5	4	6	2	0	6	6	4	50	50.00
			TØTAL PØINTS											1762.00
						CASES								
GAL GLASS	2	0	1	1	2	2	1	1	0	0	2	2	14	
H GAL	4	5	4	5	5	6	4	2	2	4	5	8	54	
CHØC SKM H	0	0	0	0	0	0	1	0	0	1	1	1	4	
SØUR CRM 1	1	0	0	1	1	1	1	0	0	0	1	1	7	
SØUR CRM 8	1	1	1	1	1	1	1	0	0	0	1	1	9	
DIP-FØ	1	0	1	0	0	1	1	0	0	0	0	0	4	
WUP	1	0	0	1	1	1	1	0	0	1	0	1	7	
SØ H&H PT	1	1	1	0	1	1	1	0	0	0	0	0	6	
TRIP WHP 8	1	0	0	0	0	1	1	0	0	1	0	1	5	
YØGURT H P	1	1	0	1	1	1	1	1	0	1	1	1	10	
TØT CASES	13	8	8	10	12	15	13	4	2	8	11	16	120	

AVG PØINTS PER CASE 14.6833
AVG CASES PER DELIVERY 10

A&P RECAPITULATION OF PHYSICAL DELIVERIES 5637

A&P #52 W04 MAR 66 PER ROUTE BOOK 4-07 PRIVATE LABEL

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	36	48	48	60	48	0	0	0	12	24	60	24	360	720.00
QTS	24	24	24	0	24	24	0	24	0	24	24	0	192	192.00
PP GAL	12	24	24	18	18	18	12	18	12	12	18	18	204	816.00
CHOC QTS	6	5	6	0	6	6	4	4	0	0	6	6	49	49.00
BM H GAL	4	0	0	0	6	6	4	0	0	6	6	6	38	76.00
BM QTS	6	8	12	12	12	12	8	12	0	8	12	12	114	114.00
BM H GAL 2	6	6	6	6	8	6	6	6	6	12	8	12	88	176.00
H GAL SKM	6	6	6	0	12	6	12	6	6	6	12	12	90	180.00
QTS SKM	12	6	12	12	6	0	8	8	8	12	12	12	108	108.00
H PT XXX	0	0	0	6	6	0	0	0	3	3	4	6	28	28.00
PT H&H	24	24	0	36	36	36	36	24	12	36	24	16	304	304.00
						TOTAL POINTS								2763.00

						CASES							
H GAL	3	4	4	5	4	0	0	0	1	2	5	2	30
QTS	1	1	1	0	1	1	0	1	0	1	1	0	8
PP GAL	2	4	4	3	3	3	2	3	2	2	3	3	34
CHOC QTS	1	1	1	0	1	1	1	1	0	0	1	1	9
BM H GAL	1	0	0	0	1	1	1	0	0	1	1	1	7
BM QTS	1	1	1	1	1	1	1	1	0	1	1	1	11
BM H GAL 2	1	1	1	1	1	1	1	1	1	1	1	1	12
H GAL SKM	1	1	1	0	1	1	1	1	1	1	1	1	11
QTS SKM	1	1	1	1	1	0	1	1	1	1	1	1	11
H PT XXX	0	0	0	1	1	0	0	0	1	1	1	1	6
PT H&H	1	1	0	1	1	1	1	1	1	1	1	1	11
TOT CASES	13	15	14	13	16	10	9	10	8	12	17	13	150

AVG POINTS PER CASE 18.42

AVG CASES PER DELIVERY 12.5

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #52 W04 MAR 66 PER ROUTE BOOK 4.08

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	8	16	20	20	16	16	16	16	12	16	16	16	188	752.00
H GAL	48	56	120	48	120	144	60	132	144	120	96	96	1184	2368.00
OTS	24	48	48	48	48	72	48	48	72	48	48	48	600	600.00
CHOC SKM H	0	0	0	0	0	0	0	12	0	0	12	12	36	72.00
CHOC SHK H	0	10	0	10	0	10	0	0	6	0	0	6	42	10.50
SOUR CRM 1	0	3	6	0	0	0	0	0	6	0	0	4	19	38.00
SOUR CRM 8	6	6	4	8	6	8	8	0	0	0	0	0	46	46.00
DIP-FO	2	0	4	0	6	0	0	0	0	0	0	0	12	12.00
DIP-DB	2	0	0	0	0	0	0	0	0	0	0	0	2	2.00
WUP	0	0	4	0	4	0	0	0	3	0	0	2	13	13.00
SO H&H PT	8	6	0	12	0	0	0	0	0	0	0	0	26	26.00
TRIP WHP 8	0	0	0	0	0	0	0	0	0	0	24	0	24	24.00
YOGURT H P	0	0	0	0	6	0	0	0	6	5	0	6	23	23.00
GAL 2%	0	4	2	4	4	4	4	2	4	4	0	4	36	144.00
			TOTAL POINTS											4130.50

						CASES							
GAL GLASS	2	4	5	5	4	4	4	4	3	4	4	4	47
H GAL	4	5	10	4	10	12	5	11	12	10	8	8	99
OTS	1	2	2	2	2	3	2	2	3	2	2	2	25
CHOC SKM H	0	0	0	0	0	0	0	1	0	0	1	1	3
CHOC SHK H	0	1	0	1	0	1	0	0	1	0	0	1	5
SOUR CRM 1	0	1	1	0	0	0	0	0	1	0	0	1	4
SOUR CRM 8	1	1	1	1	1	1	1	0	0	0	0	0	7
DIP-FO	1	0	1	0	1	0	0	0	0	0	0	0	3
DIP-DB	1	0	0	0	0	0	0	0	0	0	0	0	1
WUP	0	0	1	0	1	0	0	0	1	0	0	1	4
SO H&H PT	1	1	0	1	0	0	0	0	0	0	0	0	3
TRIP WHP 8	0	0	0	0	0	0	0	0	0	0	2	0	2
YOGURT H P	0	0	0	0	1	0	0	0	1	1	0	1	4
GAL 2%	0	1	1	1	1	1	1	1	1	1	0	1	10
TOT CASES	11	16	22	15	21	22	13	19	23	18	17	20	217

AVG POINTS PER CASE 19.0346
AVG CASES PER DELIVERY 18.0833

A&P #08 W04 MAR 66 **5639** PER ROUTE BOOK 4.09 PVT. LABEL

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	60	108	96	84	120	132	60	96	84	84	72	206	1202	2404.00
QTS	24	48	48	48	48	60	24	48	48	48	48	96	588	588.0
PP GAL	12	20	12	18	24	42	12	18	18	18	24	48	266	1064.0
CHOC QTS	4	3	2	2	6	6	4	4	2	2	0	4	39	39.0
BM H GAL	8	6	0	0	8	10	4	4	2	4	12	12	70	140.0
BM QTS	4	6	0	6	8	12	3	6	4	4	12	12	77	77.0
BM H GAL 2	6	0	30	0	6	24	12	6	18	18	12	24	156	312.0
H GAL SKM	6	20	6	12	24	0	6	24	6	12	12	24	152	304.0
QTS SKM	12	6	12	12	12	0	12	0	0	12	6	12	96	96.00
H PT XXX	0	0	8	6	12	8	2	0	0	0	0	0	36	36.00
PT H&H	12	12	24	24	39	48	24	24	0	0	36	24	267	267.00
				TOTAL POINTS										5327.00
						CASES								
H GAL	5	9	8	7	10	11	5	8	7	7	6	18	101	
QTS	1	2	2	2	2	3	1	2	2	2	2	4	25	
PP GAL	2	4	2	3	4	7	2	3	3	3	4	8	45	
CHOC QTS	1	1	1	1	1	1	1	1	1	1	0	1	11	
BM H GAL	1		0	0	1	1	1	1	1	1	1	1	10	
BM QTS	1	1	0	1	1	1	1	1	1	1	1	1	11	
BM H GAL 2	1	0	3	0	1	2	1	1	2	2	1	2	16	
H GAL SKM	1	2	1	1	2	0	1	2	1	1	1	2	15	
QTS SKM	1	1	1	1	1	0	1	0	0	1	1	1	9	
H PT XXX	0	0	1	1	1	1	1	0	0	0	0	0	5	
PT H&H	1	1	1	1	1	2	1	1	0	0	1	1	11	
TOT CASES	15	22	20	18	25	29	16	20	18	19	18	39	259	

AVG POINTS PER CASE 20.5676
AVG CASES PER DELIVERY 21.5833

5640

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #08 W04 MAR 66 PER ROUTE BOOK 4.10

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	8	20	12	20	24	36	12	12	12	0	16	40	212	848.00
CHOC SHK H	3	6	6	9	3	8	6	6	6	6	6	16	81	20.25
SOUR CRM 1	3	0	0	0	3	6	2	4	4	2	0	4	28	56.00
SOUR CRM 8	6	4	4	4	10	12	2	4	4	4	0	6	60	60.00
DIP-FO	3	4	0	3	4	8	0	0	4	2	0	2	30	30.00
DIP-DB	0	0	0	0	0	0	0	0	1	0	0	0	1	1.00
WUP	6	0	6	6	3	0	4	0	0	0	0	0	25	25.00
SO H&H PT	3	8	0	12	12	0	6	6	4	2	0	0	53	53.00
TRIP WHP 8	0	0	0	0	0	0	0	0	4	0	0	0	4	4.00
YOGURT H P	0	12	15	10	0	8	0	12	12	6	12	16	103	103.00
GAL 2%	4	8	8	6	12	16	8	4	8	0	12	16	102	408.00
			TOTAL POINTS											1608.25

						CASES							
GAL GLASS	2	5	3	5	6	9	3	3	3	0	4	10	53
CHOC SHK H	1	1	1	1	1	1	1	1	1	1	1	1	12
SOUR CRM 1	1	0	0	0	1	1	1	1	1	1	0	1	8
SOUR CRM 8	1	1	1	1	1	1	1	1	1	1	0	1	11
DIP-FO	1	1	0	1	1	1	0	0	1	1	0	1	8
DIP-DB	0	0	0	0	0	0	0	0	1	0	0	0	1
WUP	1	0	1	1	1	0	1	0	0	0	0	0	5
SO H&H PT	1	1	0	1	1	0	1	1	1	1	0	0	8
TRIP WHP 8	0	0	0	0	0	0	0	0	1	0	0	0	1
YOGURT H P	0	1	1	1	0	1	0	1	1	1	1	1	9
GAL 2%	1	2	2	2	3	4	2	1	2	0	3	4	26
TOT CASES	9	12	9	13	15	18	10	9	13	6	9	19	142

AVG POINTS PER CASE 11.3257
AVG CASES PER DELIVERY 11.8333

5641

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #09 W04 MAR 66 PER ROUTE BOOK 4.11

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	60	72	72	60	60	84	48	48	48	60	72	84	768	1536.00
QTS	60	60	60	48	48	72	36	72	60	60	72	72	720	720.00
PP GAL	6	6	6	6	6	12	6	6	6	6	6	12	84	336.00
CHOC QTS	3	0	0	0	0	3	3	3	3	3	0	0	18	18.00
BM H GAL	6	3	0	0	0	3	3	0	6	6	8	6	41	82.00
BM QTS	6	3	0	0	0	3	3	3	6	6	8	6	44	44.00
BM H GAL 2	8	8	8	12	18	24	12	12	8	10	12	6	138	276.00
H GAL SKM	12	8	12	6	6	0	12	8	8	12	12	8	104	208.00
QTS SKM	18	16	24	6	12	0	18	18	12	18	12	24	178	178.00
H PT XXX	3	0	3	0	0	0	0	0	3	0	3	6	18	18.00
PT H&H	24	18	18	12	24	48	24	12	24	30	10	10	254	254.00
			TOTAL POINTS											3670.00
						CASES								
H GAL	5	6	6	5	5	7	4	4	4	5	6	7	64	
QTS	3	3	3	2	2	3	2	3	3	3	3	3	33	
PP GAL	1	1	1	1	1	2	1	1	1	1	1	2	14	
CHOC QTS	1	0	0	0	0	1	1	1	1	1	0	0	6	
BM H GAL	1	1	0	0	0	1	1	0	1	1	1	1	8	
BM QTS	1	1	0	0	0	1	1	1	1	1	1	1	9	
BM H GAL 2	1	1	1	1	2	2	1	1	1	1	1	1	14	
H GAL SKM	1	1	1	1	1	0	1	1	1	1	1	1	11	
QTS SKM	1	1	1	1	1	0	1	1	1	1	1	1	11	
H PT XXX	1	0	1	0	0	0	0	0	1	0	1	1	5	
PT H&H	1	1	1	1	1	2	1	1	1	1	1	1	13	
TOT CASES	17	16	15	12	13	19	14	14	16	16	17	19	188	

AVG POINTS PER CASE 19.5213

AVG CASES PER DELIVERY 15.6667

5642

A&P RECAPITULATION OF PHYSICAL DELIVERIES

A&P #09 W04 MAR 66 PER ROUTE BOOK 4.12

UNITS

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
GAL GLASS	4	8	4	4	4	8	4	4	4	4	4	4	56	224.00
CHOC SHK H	0	0	0	0	0	4	0	0	0	0	6	9	19	4.75
H GAL SKM	0	0	0	0	0	0	0	0	0	0	0	4	4	8.00
SOUR CRM 1	0	0	0	0	0	0	0	0	0	0	0	3	3	6.00
SOUR CRM 8	3	0	0	6	4	6	6	0	6	6	3	6	46	46.00
DIP-FO	0	0	0	0	0	4	0	0	3	3	4	3	17	17.00
WUP	0	0	0	0	3	2	0	0	0	3	3	0	11	11.00
SO H&H PT	2	6	8	8	8	10	3	0	3	3	3	6	60	60.00
TRIP WHP 8	3	0	0	0	0	0	0	0	0	0	0	0	3	3.00
YOGURT H P	4	4	0	6	6	4	4	0	4	4	4	9	49	49.00
GAL 2%	0	0	0	0	0	4	4	0	0	4	0	0	12	48.00
TOTAL POINTS														476.75

CASES

GAL GLASS	1	2	1	1	1	2	1	1	1	1	1	1	14
CHOC SHK H	0	0	0	0	0	1	0	0	0	0	1	1	3
H GAL SKM	0	0	0	0	0	0	0	0	0	0	0	1	1
SOUR CRM 1	0	0	0	0	0	0	0	0	0	0	0	1	1
SOUR CRM 8	1	0	0	1	1	1	1	0	1	1	1	1	9
DIP-FO	0	0	0	0	0	1	0	0	1	1	1	1	5
WUP	0	0	0	0	1	1	0	0	0	1	1	0	4
SO H&H PT	1	1	1	1	1	1	1	0	1	1	1	1	11
TRIP WHP 8	1	0	0	0	0	0	0	0	0	0	0	0	1
YOGURT H P	1	1	0	1	1	1	1	0	1	1	1	1	10
GAL 2%	0	0	0	0	0	1	1	0	0	1	0	0	3
TOT CASES	5	4	2	4	5	9	5	1	5	7	7	8	62

AVG POINTS PER CASE 7.68952

AVG CASES PER DELIVERY 5.16667

5643

A&P RECAPITULATIØN ØF PHYSICAL DELIVERIES

A&P #33 W04 MAR 66 PER ROUTE BØØK 4.17

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
H GAL	12	0	12	12	24	12	12	12	24	24	36	12	192	384.00
ØTS	12	0	12	12	0	0	12	0	12	12	12	0	84	84.00
PP GAL	6	0	4	0	6	4	0	6	6	6	6	6	50	200.00
CHØC ØTS	1	2	0	1	2	2	1	0	2	1	1	1	14	14.00
BM H GAL	2	1	4	2	2	0	1	2	2	0	3	1	20	40.00
BM ØTS	2	2	4	3	2	0	4	2	2	2	5	2	30	30.00
BM H GAL 2	2	1	0	2	2	3	1	0	3	2	2	2	20	40.00
H GAL SKM	2	1	0	3	3	5	2	0	4	2	4	3	29	58.00
ØTS SKM	1	3	4	2	2	4	3	0	8	3	5	3	38	38.00
H PT XXX	1	0	0	2	2	2	0	1	0	0	6	2	16	16.00
PT H&H	5	0	0	0	0	0	0	0	0	0	0	0	5	5.00
						TØTAL PØINTS								909.00
						CASES								
H GAL	1	0	1	1	2	1	1	1	2	2	3	1	16	
ØTS	1	0	1	1	0	0	1	0	1	1	1	0	7	
PP GAL	1	0	1	0	1	1	0	1	1	1	1	1	9	
CHØC ØTS	1	1	0	1	1	1	1	0	1	1	1	1	10	
BM H GAL	1	1	1	1	1	0	1	1	1	0	1	1	10	
BM ØTS	1	1	1	1	1	0	1	1	1	1	1	1	11	
BM H GAL 2	1	1	0	1	1	1	1	0	1	1	1	1	10	
H GAL SKM	1	1	0	1	1	1	1	0	1	1	1	1	10	
ØTS SKM	1	1	1	1	1	1	1	0	1	1	1	1	11	
H PT XXX	1	0	0	1	1	1	0	1	0	0	1	1	7	
PT H&H	1	0	0	0	0	0	0	0	0	0	0	0	1	
TØT CASES	11	6	6	9	10	7	8	5	10	9	12	9	102	

AVG PØINTS PER CASE 8.91176
AVG CASES PER DELIVERY 8.5

RECAPITULATION ØF PHYSICAL DELIVERIES 5644

.&P #33 W94 MAR 66 PER ROUTE BØØK 4.18

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TØT	PTS
						UNITS								
GAL GLASS	8	4	4	6	10	12	4	0	4	8	8	0	68	272.(
H GAL	36	12	48	48	36	48	12	0	36	36	48	36	396	792.(
QTS	0	24	24	24	24	24	12	12	24	24	24	24	240	240.(
CHØC SKM H	0	0	0	0	0	0	0	2	2	0	2	2	8	16.(
CHØC SHK H	0	0	0	0	6	0	0	0	0	6	6	0	18	4.5
PT H&H	0	20	20	15	25	0	25	25	15	20	15	0	180	180.(
SØUR CRM 1	4	0	2	0	5	0	3	0	0	4	6	2	26	52.(
SØUR CRM 8	4	0	2	0	6	8	4	0	0	0	8	4	36	36.(
DIP-FØ	3	0	0	0	0	0	0	0	0	0	0	0	3	3.(
DIP-DB	0	0	0	0	2	0	0	0	0	0	0	0	2	2.(
WUP	0	0	0	0	0	0	0	0	4	0	0	0	4	4.(
SØ H&H PT	0	4	6	0	0	6	0	0	0	0	0	0	16	16.(
YØGURT H P	6	0	0	0	8	6	9	0	6	0	0	9	44	44.(
GAL 2%	0	0	1	2	2	2	1	0	0	0	0	0	8	32.(
			TØTAL PØINTS											1693.50
						CASES								
GAL GLASS	2	1	1	2	3	3	1	0	1	2	2	0	18	
H GAL	3	1	4	4	3	4	1	0	3	3	4	3	33	
QTS	0	1	1	1	1	1	1	1	1	1	1	1	11	
CHØC SKM H	0	0	0	0	0	0	0	1	1	0	1	1	4	
CHØC SHK H	0	0	0	0	1	0	0	0	0	1	1	0	3	
PT H&H	0	1	1	1	1	0	1	1	1	1	1	0	9	
SØUR CRM 1	1	0	1	0	1	0	1	0	0	1	1	1	7	
SØUR CRM 8	1	0	1	0	1	1	1	0	0	0	1	1	7	
DIP-FØ	1	0	0	0	0	0	0	0	0	0	0	0	1	
DIP-DB	0	0	0	0	1	0	0	0	0	0	0	0	1	
WUP	0	0	0	0	0	0	0	0	1	0	0	0	1	
SØ H&H PT	0	1	1	0	0	1	0	0	0	0	0	0	3	
YØGURT H P	1	0	0	0	1	1	1	0	1	0	0	1	6	
GAL 2%	0	0	1	1	1	1	1	0	0	0	0	0	5	
TØT CASES	9	5	11	9	14	12	8	3	9	9	12	8	109	

AVG PØINTS PER CASE 15.5367

AVG CASES PER DELIVERY 9.08333

5645

A&P RECAPITULATION OF PHYSICAL DELIVERIES

AP135 W18 MAR 66 PER ROUTE BOOK 10.06

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
GAL GLASS	12	16	12	12	20	24	12	8	4	12	20	20	172	688.0
H GAL	12	24	0	0	24	24	12	24	12	12	12	36	192	384.0
OTS	12	24	0	0	12	12	12	12	12	12	24	12	144	144.0
CHOC SKM H	0	0	0	0	0	0	0	6	4	3	0	6	19	38.0
PT H&H	15	10	0	0	20	10	6	0	10	10	10	15	106	106.0
SOUR CRM 1	3	0	0	0	0	4	4	2	0	0	3	5	21	42.0
SOUR CRM 8	5	6	6	6	10	6	5	3	0	0	5	8	60	60.0
DIP-FO	2	0	0	0	2	4	0	4	0	0	0	8	20	20.0
DIP-DB	1	0	0	0	0	0	0	1	0	0	0	2	4	4.0
SO H&H PT	6	6	0	0	6	3	3	0	0	0	6	24	54	54.0
DRY CHS 12	16	14	24	25	20	12	16	17	17	14	36	0	213	213.0
			TOTAL POINTS											1753.00

						CASES							
GAL GLASS	3	4	3	3	5	6	3	2	1	3	5	5	43
H GAL	1	2	0	0	2	2	1	2	1	1	1	3	16
OTS	1	1	0	0	1	1	1	1	1	1	1	1	10
CHOC SKM H	0	0	0	0	0	0	0	1	1	1	0	1	4
PT H&H	1	1	0	0	1	1	1	0	1	1	1	1	9
SOUR CRM 1	1	0	0	0	0	1	1	1	0	0	1	1	6
SOUR CRM 8	1	1	1	1	1	1	1	1	0	0	1	1	10
DIP-FO	1	0	0	0	1	1	0	1	0	0	0	1	5
DIP-DB	1	0	0	0	0	0	0	1	0	0	0	1	3
SO H&H PT	1	1	0	0	1	1	1	0	0	0	1	1	7
DRY CHS 12	1	1	1	1	1	1	1	1	1	1	2	0	12
TOT CASES	12	11	5	5	13	15	10	11	6	8	13	16	125

AVG POINTS PER CASE 14.024

AVG CASES PER DELIVERY 10.4167

A&P RECAPITULATION OF PHYSICAL DELIVERIES

AP135 W18 MAR66 PER ROUTE BOOK 18.05

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS
						UNITS								
H GAL	60	60	60	60	72	84	60	60	60	60	84	84	804	1608.00
QTS	24	24	24	24	48	48	24	24	24	24	24	40	352	352.00
PP GAL	6	6	6	6	12	12	6	6	6	6	12	12	96	384.00
CHOC QTS	2	1	1	2	2	2	2	0	0	0	1	2	15	15.00
BM H GAL	1	1	2	2	0	1	2	1	1	1	2	2	16	32.00
BM QTS	2	1	3	3	0	2	3	4	2	2	4	5	31	31.00
BM H GAL 2	10	12	14	10	16	18	10	3	8	8	12	14	135	270.00
H GAL SKM	3	8	4	6	10	12	5	4	4	6	5	6	73	146.00
QTS SKM	8	4	10	14	4	16	10	0	8	8	12	14	108	108.00
H PT XXX	2	0	0	6	8	20	4	3	0	0	6	20	69	69.00
PT H&H	20	15	20	20	35	5	20	20	25	25	30	30	265	265.00
			TOTAL POINTS											3280.00
						CASES								
H GAL	5	5	5	5	6	7	5	5	5	5	7	7	67	
QTS	1	1	1	1	2	2	1	1	1	1	1	2	15	
PP GAL	1	1	1	1	2	2	1	1	1	1	2	2	16	
CHOC QTS	1	1	1	1	1	1	1	0	0	0	1	1	9	
BM H GAL	1	1	1	1	0	1	1	1	1	1	1	1	11	
BM QTS	1	1	1	1	0	1	1	1	1	1	1	1	11	
BM H GAL 2	1	1	2	1	2	2	1	1	1	1	1	2	16	
H GAL SKM	1	1	1	1	1	1	1	1	1	1	1	1	12	
QTS SKM	1	1	1	1	1	1	1	0	1	1	1	1	11	
H PT XXX	1	0	0	1	1	1	1	1	0	0	1	1	8	
PT H&H	1	1	1	1	1	1	1	1	1	1	1	1	12	
TOT CASES	15	14	15	15	17	20	15	13	13	13	18	20	188	

AVG POINTS PER CASE 17.4468
AVG CASES PER DELIVERY 15.6667

5647

A&P RECAPITULATION OF PHYSICAL DELIVERIES

AP87 W18 MAR 66 PER ROUTE BOOK 18-07

ITEM	10	11	12	13	14	15	17	18	19	20	21	22	TOT	PTS.
						UNITS								
H GAL	48	48	60	48	60	60	60	60	60	48	60	60	672	1344.00
OTS	24	24	24	36	24	72	24	24	24	24	24	48	372	372.00
PP GAL	18	18	18	12	24	66	18	10	18	12	24	60	298	1192.00
CHOC OTS	8	8	8	0	4	24	8	8	0	2	0	24	94	94.00
BM H GAL	12	12	12	0	0	30	12	12	18	9	0	12	129	258.00
BM OTS	14	12	24	2	0	30	12	24	12	10	0	24	164	164.00
H GAL 2%	8	12	12	4	6	24	12	12	0	0	0	24	114	228.00
H GAL SKM	8	12	12	0	6	12	12	12	12	10	0	0	96	192.00
OTS SKM	8	12	24	4	12	24	12	12	0	0	0	24	132	132.00
H PT XXX	2	6	5	0	0	12	4	0	0	0	2	10	41	41.00
PT H&H	14	30	30	25	25	66	30	30	30	15	30	66	391	391.00
			TOTAL POINTS											4408.00
						CASES								
H GAL	4	4	5	4	5	5	5	5	5	4	5	5	56	
OTS	1	1	1	2	1	3	1	1	1	1	1	2	16	
PP GAL	3	3	3	2	4	11	3	2	3	2	4	10	50	
CHOC OTS	1	1	1	0	1	1	1	1	0	1	0	1	9	
BM H GAL	1	1	1	0	0	3	1	1	2	1	0	1	12	
BM OTS	1	1	1	1	0	2	1	1	1	1	0	1	11	
BM H GAL 2	1	1	1	1	1	2	1	1	0	0	0	2	11	
H GAL SKM	1	1	1	0	1	1	1	1	1	1	0	0	9	
OTS SKM	1	1	1	1	1	1	1	1	0	0	0	1	9	
H PT XXX	1	1	1	0	0	1	1	0	0	0	1	1	7	
PT H&H	1	1	1	1	1	2	1	1	1	1	1	2	14	
TOT CASES	16	16	17	12	15	32	17	15	14	12	12	26	204	

AVG POINTS PER CASE 21.6078

AVG CASES PER DELIVERY 17

ATTACIMENT VE 5648

LOADING COST PER PRE-ORDERED PRIVATE LABEL ITEM

ITEM ALL PRODUCTS

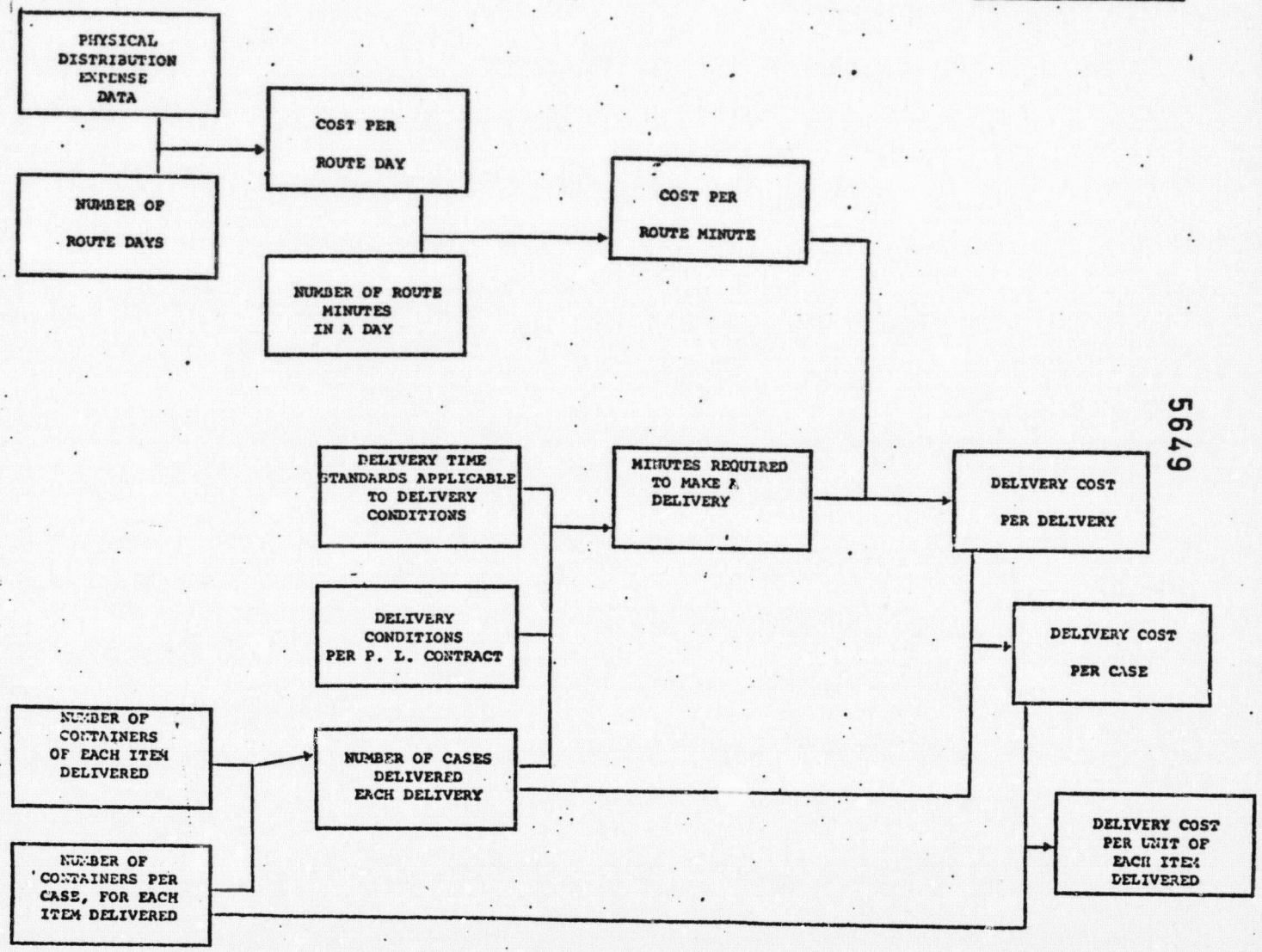
TRUCK LOADING COST, PER CASE (See RA&PX 232, p.44) $.115010

PRODUCT	(A) PRIVATE LABEL POINTS LOADED PER CASE(1)	(B) LOADING COST PER POINT	C POINTS PER UNIT(2)	D LOADING COST PER UNIT
HOMO. QT. PAPER	23.2293	.004951	1	$.004951
" ½ GAL. "	24.0000	.004792	2	.009584
" GAL. "	23.2491	.004947	4	.019788
2% ½ GAL. "	15.9028	.007232	2	.014464
SKIM ½ GAL. "	15.3333	.007501	2	.015002
" QUART "	19.1240	.006014	1	.006014
BUTTER-½ GAL."	18.5388	.006204	2	.012408
MILK QUART "	19.1240	.006014	1	.006014
CHOCO.QUART "	18.5388	.006204	1	.006204
½ & ½ PINT "	31.4360	.003659	1	.003659
WH.CR.½ PINT "	31.4360	.003659	1	.003659

(1) See RA&PX 232, p.45, "Estimated Average Points Per Loaded Case" column.
(B) = $0.115010 ÷ (A)
(2) RA&PX 66, p.7.
D = B X C

ATTACHMENT VI

DELIVERY COST PER ITEM



5649

ATTACHMENT VI

5650

DELIVERY COST PER PRIVATE LABEL ITEM

ITEM ALL PRODUCTS

DELIVERY COST, PER CASE $ .2602 (1)

PRODUCT	(A) PRIVATE LABEL POINTS DELIVERED PER CASE (2)	(B) DELIVERY COST PER POINT (3)	(C) POINTS PER UNIT (4)	(D) DELIVERY COST PER UNIT (5)
HOMO. QT. PAPER	23.2293	$.011201	1	$.011201
" 1/2 GAL. "	24.000	.010842	2	.021684
" GAL. "	23.2491	.011192.	4	.044768
2% 1/2 GAL. "	15.9028	.016362	2	.032724
SKIM 1/2 GAL. "	15.3333	.016970	2	.033940
" QUART "	19.1240	.013606	1	.013606
BUTTER-1/2GAL. "	18.5388	.014035	2	.028070
MILK QUART "	19.1240	.013606	1	.013606
CHOCO.QUART "	18.5388	.014035	1	.014035
1/2&1/2 PINT "	31.4360	.008277	1	.008277
WH.CR.1/2PINT "	31.4360	.008277	1	.008277

(1) See RA&PX 232, p.89.
(2) See RA&PX 232, p.45.
(3) =$ 0.2602 ÷ (A)
(4) RA&PX 66, p.7.
(5) = B x C

NOTE: The documentation is support of the HOMO. PAPER QUART (PURE-PAK) is identical for all products and will not be repeated for each of the other ten products.

5651

Derivation of Route Day Costs - Wholesale Delivery

O'Hare Branch, 5th Period, 1965

Total Delivery Expense (Location 723-Account 23)	$43,752.36	(1)
Less: Marketing Expenses Not Applicable to Delivery of Private Label:	$ 5,703.80	(2)
Leaves: Physical Delivery Expense, Except Automotive	$38,048.56	(3)
Divided by: Number of Wholesale Route Days	560	(4)
Equals: Cost Per Route Day Except Automotive	$ 67.94	(5)
Automotive Cost per Route Day	$ 16.20	(6)
TOTAL COST/ROUTE DAY	$ 84.14	(7)

(1) See Expense Ledger 723-23 (RA&PX 71)
(2) See Analysis of Expense Ledger 723-23 (RA&PX 232, p.79)
(3) (1) - (2)
(4) See Derivation of Route Days & Deliveries per Customer, RA&PX 232, p. 77.
(5) (3) ÷ (4)
(6) See Derivation of Wholesale Automotive Cost per Route Day, RA&PX 232, p. 80.
(7) (5) plus (6)

O'Hare Branch 5th Period 1965 (1)

SUB ACCT	Location (2) 5652 / Definition (1)	723 Wholesale Routes	% of Pay-roll	App Pr La
1	Salary - Supervision			
2	wages - Routemen	1588890		
3	Commission "	1364323		
4	wages - Salesmen	234400	7.35%	2346
5	Sub Total-Payroll	3187613	10000	
6				
7	FICA- Unemp. Ins.	97800		
8	Welfare - Bordens	3651		
9	Welfare- Union	278136		
10	Vacations & Holidays	235800		
11	Workmen's Comp.	25500		
12	Sub Total-Benefits	640887	x.0735	47
13				
14				
15	Materials & Supplies	43518		
16				
17	Product Waste	44058		4405
18				
19				
20	Depreciation	12000		
21	Leases & Rents	42560		
22	Taxes, Ins. & Licences	547.64		
23				
24				
25	Outside Repairs	185.47		
26				
27				
30				
31	Vendor Adv. Allowance			
32				
33				
34	Stationery & Forms	500		
35	Telephone	369.17		
36	Travel Expense	423.36		4233
37				
	Heat & power	49060		
50	Other Expenses	202481		202481
Total		A375236		570380
51				
52				

(1) Source, RA&PX 71.

5653

DERIVATION OF WHOLESALE AUTOMOTIVE COST PER ROUTE DAY
5 th Period, 1965

Document	(1)	(2)	(3)	(4)	(5)
Number of routes:					
A Bulk Wholesale	17				
B Regular Wholesale	42				
Total	59	59			
Estimated Operating Days Per Route					
C Bulk Wholesale:			23.5 (3)		
D Regular Wholesale			23.6 (3)		
Number of Route Days					
E Bulk Wholesale				400	
F Regular Wholesale				992	
G Total Wholesale		1392		1392	
Automotive Expense					
Regular Wholesale $16,067					
Cost per Route Day					$16.20

(1) Source, RA&PX 69, Line "No. of Routes".
(2) Source, RA&PX 75, 5th Period, 1965, lines 74 and 77, column headed "this year".
(3) See Analysis of Number of Operating Days per Wholesale Route, Borden's Chicago Region (RA&PX 232, p.81)
(4) Case & Co. Estimate: AxC equals E, BxD equals F, E plus F equals G.
(5) $16,067 ÷ 992 equals $16.20

5654

Analysis of Number of Operating Days Per Wholesale Route, Borden's Chicago Region

Bulk Routes: November, 1965

	Location	No. of Routes	Route Days
(1)	Holland Road	2	48
(1)	O'Hare	14	326
	Total	16	374 equals 23.4

(2)	Total Wholesale Routes 5th Period, 1965 equals		59
(3)		Bulk Routes	17
(3)		Regular Wholesale	42
(4)		School Routes-O'Hare, March, 1965	4
		Regular Wholesale Routes	38

		average operating days per 4 week Period	
	School Routes	20	
(2)	Regular Wholesale	24	(6 days per week)

Estimated Operating Days for 5th Period

	School Routes	4 X 20	equals	80
	Regular Wholesale	38 X 24	equals	912
		42 divided into		992 equals 23.6 route days/route
		TOTAL Regular Wholesale		992 route days
	Est-17	Bulk Routes x 23.5 days		400 route days
		Total Wholesale		1392 route days (5)

(1) RA&PX 76, NOVEMBER, 1965, Columns Headed "Routes Operating 15th of Month" and "Total Number of Route Days"
(2) RA&PX 75, Line No. 73 (detail column), Line #77 Column Headed "this year"
(3) RA&PX 69, Line "No. of Routes"
(4) RA&PX 74, Column Headed "Route No.", "School No."
(5) RA&PX 75, Line 74, Column Headed "this Year".

CALCULATION OF ANTICIPATED POINTS PER CASE - PRIVATE LABEL WHOLESALE DELIVERY

Annualized average points per case, private label items from Woodstock plant	25.0(1)

(1) Source: Sum of Zone I bid quantities (CX 62) each divided by containers per case (RA&PX 78), divided by total Zone I private label points, RA&PX 200B.

ATTACHMENT VI

VOLUME DELIVERED, 14 A&P STORES

ON O'HARE ROUTES 4W, 18W + 19W, 2 WEEKS ENDED 3/19/66

	Private Label		Borden Label		Total		Points/Case Actual Private Label	Points/Case Potential Private Label	Actual Borden Label	Potential Borden Label	% Glass Cases Actual Borden Label	% Glass Cases Potential Borden Label	% Gla Cases Total
	Points	Cases	Points	Cases	Points	Cases							
Homo-Paper, Gallon	9,236	384.83	---	---	9,236	384.83							
½ Gallon	16,444	685.17	17,460	727.50	33,904	1,412.67							
Qt.	4,556	189.83	3,719	154.96	8,275	344.79							
Sub Total	30,236	1,259.83	21,179	882.46	51,415	2,142.29							
2% (Golden Del) ½ Gal.	2,080	86.67	924	38.50	3,004	125.17							
Fort. Skim ½ Gal.	1,928	80.33	950	39.58	2,878	119.91							
Qt.	1,136	47.33	452	18.83	1,588	66.16							
Buttermilk ½ Gal.	1,194	49.75	1,090	45.42	2,284	95.17							
" Qt.	871	36.29	430	17.92	1,301	54.21							
Choc. Milk Qt.	340	14.17	272	11.33	612	25.50							
Half & Half Pint	2,325	55.36	2,781	66.21	5,106	121.57							
Wh. Cream ½ Pint	404	6.12	182	2.76	586	0.88							
8 Item Sub Total	10,278	376.02	7,081	240.55	17,359	616.57							
11 Item Sub Total	40,514	1,635.85	28,260	1,123.01	68,774	2,758.86	24.77	24.93					
Homo-Glass Gallon	---	---	10,752	672.00	10,752	672.00						672.0	
Sub Total	40,514	1,635.85	39,012	1,795.01	79,526	3,430.86							
2% (Golden Del) Glass Gal.			2,544	159.00	2,544	159.00						159.0	
Half & Half-Paper Qt.			116	2.42	116	2.42							
Sour Cream - 16 oz. Pint			978	17.46	978	17.46							
" " 8 oz. ½ Pint			1,030	19.07	1,030	19.07							
" Half & Half Pint			656	15.62	656	15.62							
Sour Cream Dips 8 oz.			338	6.26	338	6.26							
Yogurt			591	10.94	591	10.94							
Shakes ½ Pint			52.75	3.20	52.75	3.20							
Sub Total (Lines 19-26)	---	---	6,305.75	233.97	6,305.75	233.97							
Triple Whip 8 oz.			285	23.75	285	23.75							
Wake Up Pt.			200	4.76	200	4.76							
Dry Chs. 12			213	7.89	213	7.89							
Choco. Skim ½ Gal.			768	32.00	768	32.00							
Choco. ½ Pint Handi-Paks			99.50	6.03	99.50	6.03							
Grand Total - All Products	40,514	1,635.85	46,883.25	2,103.41	87,397.25	3,739.26			22.29		39.51%	831.0 980.40	
Potential Borden Only					18,623.25	980.40				19.00		84.86%	22.22%

POINTS PER CASE - TOTAL (87,397.25 ÷ 3,739.26) = 23.3

5652

ANALYSIS OF POINTS PER CASE FOR DELIVERED ITEMS
NOT AVAILABLE IN PRIVATE LABEL - 14 A & P STORES
O'HARE ROUTES 4-W, 18-W, 19-W - TWO WEEKS ENDED 3/19/66

COLUMN #		(1)	(2)	(3)	(4)	(5)
PRODUCT		UNITS TABULATED FROM ROUTE BOOKS	POINTS PER ITEM (1)	POINTS (1) x (2)	UNITS PER CASE (2)	CASES (1) ÷ (4)
HOMO.	GAL.-GLASS	2,688	4	10,752.00	4	672.00
2%	GAL.-GLASS	636	4	2,544.00	4	159.00
½ & ½	QT.-PAPER	58	2	116.00	24	2.42
SOUR CREAM	16 OZ.	975	2	1,950.00	28	34.82
" "	8 OZ.	1,030	1	1,030.00	54	19.08
SOUR ½ & ½	PINT	656	1	656.00	42	15.62
SOUR CR.DIPS	8 OZ.	338	1	338.00	54	6.26
YOGURT	8 OZ.	591	1	591.00	54	10.95
SHAKES	½ PT.-PAPER	211	½	52.75	66	3.20
TRIPLE WHIP		285	1	285.00	12	11.88
WAKE UP	PT.-PAPER	200	1	200.00	12	16.67
DRY C. CH.		213	1	213.00	27	7.89
CHOCO.SKIM	½ GAL.-PAPER	384	2	768.00	6	64.00
CHOCO.	½ PT.-PAPER	398	½	99.50	66	6.03
	TOTAL			19,595.25		1,029.82
AVERAGE POINTS PER CASE = COL. 3 ÷ COL. 5				19.03		

(1) Source; RA&PX 66, P. 7.
(2) Source; RA&PX 78.

5657

DATA OBTAINED FROM ANALYSIS OF ROUTE BOOK ENTRIES
BORDEN O'HARE BRANCH, MARCH 1966
POINT VALUES CALCULATED PER RA&PX 66, PAGE 7 - "PROCEDURE OUTLINE - MILK PRICING"

	PRICE PER PRICING POINT	POINTS PER CASE	CASES PER DELIVERY	% GLASS CASES OF TOTAL CASES
A&P STORES - PRIVATE LABEL	-	24.8(1)	9.73(1)	0
A&P STORES - BORDEN LABEL	-	22.3(1)	12.53(1)	39.5(1)
A&P STORES - TOTAL PRODUCTS	-	23.3(1)	22.26(1)	22.2(1)
WEIGHTED AVERAGE, ALL INDEPENDENT STORES	$0.2728(3)	22.0(2)	-	29.8(4)
SCHOOLS	-	18.0(2)	20.50(4)	0.1(4)
OTHER NON-STORE STOPS	-	19.4(2)	8.90(5)	8.2(4)

	POINTS PER DELIVERY	DELIVERIES PER LOCATION PER ROUTE DAY	
POINTS PER DELIVERY:			
SCHOOLS	369.0	.78(4)	
OTHER NON-STORE	198.0	.92(4)	
A&P STORES-POTENTIAL PRIVATE LABEL	409.4(1)	24.9(1)	0 (1)
-POTENTIAL BORDEN LABEL	110.8(1)	19.0(1)	84.86(1)
TOTAL	520.2(1)	1.00(4)	22.2(1)

(1) RA&PX 232, p.83.
(2) RA&PX 232, p.86 - points delivered divided by cases delivered
(3) RA&PX 232, p.86
(4) Calculated from data on RA&PX 233, p.8.
(5) Analysis of Route Books.

5658

RECAPITULATION OF BORDEN CO. - S HARE BRANCH
ROUTE BOOK DATA FOR MARCH, 1966
WITH DETAIL FOR SELECTED ROUTES, 2 WEEKS ENDING 3/19/66

ROUTE NO.	NO.OF STORES	A & P STORES SERVED: PRIVATE LABEL CASES	BORDEN BRANDS CASES	LABEL CASES	INDEPENDENT STORES SERVED - BORDEN LABEL BRANDS: NO.	$ PURCHASED: YR.	$ WEEK	TOTAL POINTS	TOTAL CASES	REGULAR STORES	$ SALES	POINTS	CASES	DELIVERIES: REGULAR	$ SALES	POINTS	CASES	$ PER WEEK	FILL SERVICE - 2 WKS. ENDING 3/19: REGULAR	$ SALES	POINTS	CASES	$ PER WEEK	SCHOOLS: NO.	SALES	CASES	OTHER ACCOUNTS: NO.	SALES	CASES	TOTAL NON-FOOD
3-W	3	N.D.	N.D.	N.D.	N.D.	(6)	7,752.66	3,414.01	12,798	578	②	2,249.71	3,193	240.00					6 2 4 2 0	3,000.57										
13-W	4	N.D.	N.D.	N.D.	N.D.	(5)	3,636.78	2,322.81	8,355 3/4	401	1	930.00	1,550	120.00					1 1 0 0 0	1,050.46	⑤	1,611.51	5,863 3/4	292.58	3 9 3 1 3*	3,676.34	(1)	9,251	440	(4)	12,927 1/4	653	6
18-W	5	18,300	14,695 3/4		(6)	9,511.56	3,837.48	23,007 1/4	1,443	4	1,110.48	1,918 1/2	493.74						1 1 0 0 0	2,974.42	11	2,755.44	9,937 3/4	443.26	4 1 3 0 0	4,373.14	(1)	-	-	(2)	-	-	6
					(19)	21,246.30	9,237.42	24,487	2,552	5	4,290.19	6,661 1/2	853.74						3 3 1 0 0	6,965.54	14	6,455.93	25,213 1/2	1,046.00	11 2 0 1 3	14,050.14	(2)	20,694 1/4	1,147	(7)	15,249 3/4	788	14
Deliveries - 2 Weeks Ending 3/19																														
6-W	5	17,251	9,471		(5)	4,920.73	N.A.	N.A.	N.A.	0	-	-	-						0 0 0 0 0	0	6	N.A.	N.A.	N.A.	7 0 0 1 1	4,981.73	(2)	N.A.	N.A.	(2)	-	-	
19-W	5	8,796	23,539 1/2		(6)	4,710.88	N.A.	N.A.	N.A.	3	N.A.	N.A.	N.A.						3 0 0 0 0	2,521.69	3	N.A.	N.A.	N.A.	3 0 0 0 0	2,197.19	2	N.A.	N.A.	0	-	-	
1-W	5	N.D.	N.D.	N.D.	N.D.	(4)	4,338.03	N.A.	N.A.	N.A.	1	N.A.	N.A.	N.A.					0 1 0 0 0	2,423.65	3	N.A.	N.A.	N.A.	3 1 0 0 0	1,957.38	1	N.A.	N.A.	1	N.A.	N.A.	
2-W	5	N.D.	N.D.	N.D.	N.D.	(4)	3,318.35	N.A.	N.A.	N.A.	1	N.A.	N.A.	N.A.					1 0 0 0 0	1,266.40	3	N.A.	N.A.	N.A.	3 0 0 0 0	1,951.96	3	N.A.	N.A.	0	-	-	
5-W	6	N.D.	N.D.	N.D.	N.D.	(2)	815.91	N.A.	N.A.	N.A.	0	-	-	-					0 0 0 0 0	0	2	N.A.	N.A.	N.A.	2 0 0 0 0	819.91	0	-	-	0	-	-	
6-W	4	N.D.	N.D.	N.D.	N.D.	(2)	1,617.39	N.A.	N.A.	N.A.	1	N.A.	N.A.	N.A.					1 0 0 0 0	502.65	1	N.A.	N.A.	N.A.	1 0 0 0 0	614.71	4	N.A.	N.A.	2	N.A.	N.A.	
7-W	6	N.D.	N.D.	N.D.	N.D.	(4)	2,244.70	N.A.	N.A.	N.A.	1	N.A.	N.A.	N.A.					1 0 0 0 0	316.54	3	N.A.	N.A.	N.A.	3 0 0 0 0	1,927.16	4	N.A.	N.A.	2	N.A.	N.A.	
8-W	5	N.D.	N.D.	N.D.	N.D.	(2)	1,871.23	N.A.	N.A.	N.A.	2	N.A.	N.A.	N.A.					1 1 0 0 0	2,871.23	0	-	-	-	0 0 0 0 0	0	2	N.A.	N.A.	0	-	-	
10-W	4	N.D.	N.D.	N.D.	N.D.	(4)	7,988.65	N.A.	N.A.	N.A.	2	N.A.	N.A.	N.A.					2 0 0 0 0	1,132.56	7	N.A.	N.A.	N.A.	5 2 0 0 0	6,856.09	4	N.A.	N.A.	4	N.A.	N.A.	
11-W	4	N.A.	N.A.	N.A.	N.A.	(12)	7,614.78	N.A.	N.A.	N.A.	6	N.A.	N.A.	N.A.					4 0 0 0 0	4,179.72	5	N.A.	N.A.	N.A.	3 1 0 0 0	3,439.36	1	N.A.	N.A.	1	N.A.	N.A.	
12-W	6	N.D.	N.D.	N.D.	N.D.	(3)	3,390.09	N.A.	N.A.	N.A.	0	-	-	-					0 0 0 0 0	0	3	N.A.	N.A.	N.A.	3 0 0 0 0	894.45	3	N.A.	N.A.	0	-	-	
14-W	5	N.D.	N.D.	N.D.	N.D.	(8)	3,879.32	N.A.	N.A.	N.A.	1	N.A.	N.A.	N.A.					0 0 1 0 0	894.45	3	N.A.	N.A.	N.A.	3 0 1 0 1	3,390.39	3	N.A.	N.A.	0	-	-	
16-W	7	N.D.	N.D.	N.D.	N.D.	(2)	0	-	-	-	0	-	-	-					0 0 1 0 0	0	4	-	-	-	4 1 0 0 0	2,984.77	2	N.A.	N.A.	0	-	-	
20-W	7	N.D.	N.D.	N.D.	N.D.	(3)	2,529.08	N.A.	N.A.	N.A.	2	N.A.	N.A.	N.A.					2 2 0 0 2	1,247.51	1	N.A.	N.A.	N.A.	0 0 0 0 0	0	0	-	-	5	N.A.	N.A.	
Sub-Totals, Excl. Routes 3-W,13-W,18-W					(64)	49,955.25				23									17 2 1 0 0						37 5 1 1 3		6	N.A.	N.A.	0	-	-	
A&P Stores																														
4-W-																														
Dyed 15		37,984	1,507	50,106 1/6	2,115																									
Retir-																														
ved 21																														
Total 85			25.2		23.7																									
Other Chain Stores																			2 3 0 0 0	6,969.54	16	6,456.95	23,363 1/2	1,046.00	11 2 0 1 3	14,056.66	(6)			(5)			
Retained					(19)	21,026.38				5	2,870.46	11,933 1/2	506.00						17 2 1 0 0	16,085.71	45				22 3 4 4 1	23,455.13	(31)			(21)			
Retired					(56)	49,955.25				20										23,055.71	62				48 7 1 1 4	47,956.13	(29)			(26)			
Total					(83)	71,021.63				25																						

Calculation of Average
Price Per Point, Independent Stores = {[$2870.46÷10,903.5]x[23,066.71÷23,066.71+47,954.82]} + {$6,456.95÷23,283.5]x[47,954.82÷(23,066.71+47,954.82)]} = $0.2728
Calculation of cases per delivery per location

Schools 1147÷56 = 20.50

NOTES: No route book 5-W or [illegible]-W. Route book W-15 discontinued after 3/5/66.
N.D. - No data entered in route book.
N.A. - Two week period ending 3/19/66 not analyzed in detail.
Point values calculated per RA&PX 66, p. 7.
① - from 3/5/66 drop one store
W - Includes 4 days only for Mr. Central
* - Includes saving in cases not carried 4-3/19/66
* - store requires 4 deliveries per day

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BEST COPY AVAILABLE

5660

DELIVERY TIME STANDARDS APPLIED
TO ESTIMATE SERVING TIME
BORDEN WHOLESALE ROUTE CUSTOMERS
GROCERY STORE CUSTOMERS

FIXED TIME PER STOP

Collection Frequency/Wk.	6X	3X	1X	1/2X	1/24X	
Collect & Delay to Collect	1.32	.66	.21	.11	.06	(
Get Pre-Order & Delay	1.48	1.48	1.48	1.48	1.48	1.4
Have Del. Slip Checked	.19	.19	.19	.19	.19	.1
Pick up Empty Cases	.20	.20	.20	.20	.20	.2
Deliver Orders into Store	.50	.50	.50	.50	.50	.5
Wait to Park, Park & Drive	2.84	2.84	2.84	2.84	2.84	2.8
Sub Total - Limited Serv.	6.53	5.87	5.42	5.32	5.27	5.2
Add for Full Serv.						
Make out Delivery Slip	2.14					2.1
Inspect Stock - Suggest Order	.37					.3
Select Merch. in Truck	.65					.6
Route Bookkeeping	.63					.6
Sub Total	3.79 *					3.7
Total - Full Service	10.32 **	9.66	9.21	9.11	9.06	9.0

VARIABLE TIME/CASE

All Cases	Limited Service	Full Service
Unload Order	.092	.092
Deliver Order	.250 (1)	.295 (2)
Pick up Empty Cases	.230	.230
Load Empties on Truck	.109	.109
Re-Arrange Load	.377	.377
Sub Total	1.058	1.103
Customer Services	-	.364
Select Merchandise in Truck	-	.480
Total - All Cases	1.058	1.947
Glass Cases only: Sort & Count Bottles for Bottle Credit; (.025 min/bottle, 4gal./case	.100	.100

(1) Allows only for delivery to reserve cooler.
(2) Allows for delivery to both reserve cooler and display case as needed.

* Typing error; total was omitted.
** Typing error; should be 2.

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DELIVERY TIME STANDARDS APPLIED TO ESTIMATE SERVING TIME TO NON STORE CUSTOMERS BORDEN COMPANY CHICAGO AREA ROUTES

	FIXED TIME PER STOP
Collect and Delay to Collect (1)	0
Get Order and Delay to Get Order	1.48
Make out Delivery Slip (2)	1.14
Have Delivery Slip Checked	.19
Route Bookkeeping	.63
Pick up Empty Cases	.20
Select Merchandise in Truck	.65
Deliver Order from Truck	.50
Wait to Park, Park and Drive	2.84
Total	7.63

	VARIABLE TIME PER CASE
Unload Order	.092
Deliver Order (3)	.287
Pick up Empty Cases	.230
Load Empty Cases on Truck	.109
Re-arrange Load	.377
Total	1.095

(1) Schools and other non-store accounts normally collected through central billing.
(2) Reflects average of 4 to 6 line items, compared to the 15 to 25 line items for grocery store accounts.
(3) Allows for delivery to single location remote from parking area.

(INADVERTENTLY OMITTED IN PREVIOUS DISTRIBUTION OF THIS MATERIAL)

Attachment VI

CALCULATION OF DELIVERY TIME PER STOP AND COST PER CASE

Class of Customer	A Stops/ Route Day[1]	B Sales Points/ Route Day	C Points Per Case[8]	D Points Per Stop	E Cases Per Stop	F % Cases Class[8]
Schools, Restaurants, etc.	1.87	541	18.4	289.3[4]	15.72	2.6
A&P Stores - Full Service	4.40	2211[7]	23.66	502.5	21.61	25.8
A&P Stores -	4.40	2211		502.5		
Borden Label - Full Service		526.4[9]	19.0	119.6	6.29	84.86
Private Label - Limited Service		1684.6[9]	25.0[11]	382.9	15.32	
Other Stores - Full Service						
300+ Points/Day	.55	243	22.0	442.1[5]	20.10	29.8
250-299 " "	.10	28	22.0	275.0[6]	12.50	29.8
200-249 " "	.45	101	22.0	225.0[6]	10.23	29.8
150-199 " "	.85	149	22.0	175.0[6]	7.95	29.8
100-149 " "	.95	119	22.0	125.0[6]	5.68	29.8
99 or less "	2.90	145	22.0	50.0[6]	2.27	29.8
Subtotal, Other Stores	5.80	785				
TOTAL PER ROUTE DAY, ALL A&P FULL SERVICE	12.07	3542[2]				

ROUTE DAY COST[3] $84.14

403.54 Route Min = $.2085

A&P Pvt. Label, Limited Service:

15.32 cases/stop x 4.4 stops = 67.408 cases

84.12 min ÷ 67.408 cases = 1.248 min/case

1.248 min x $.2085 = $.2602 per case

1. See derivation of route
2. See O'Hare Wholesale, M
3. See derivation of route
4. Estimated from analysis
5. Estimated for Eagle sto showing number of indep average daily point and
6. Mid point of range.
7. Residual after deductin
8. Estimates from analysis
9. Estimated from analysis
10. See Case & Company Deli
11. Based on annual quantit

5662

Variable Time/Case[10]			J	K	Fixed Time[10]				Total Time
G All Cases	H Add For Glass Cases	I Total/ Case	Total Variable Time /Stop	/Day	L Common	M Full Serv.	N Total	O Per Day	
1.095	.003	1.098	17.261	32.278			7.63	14.27	46.55
1.947	.026	1.973	42.637	187.60	5.21	3.79	9.00	39.60	227.20
				126.15	5.21				
1,947	.085	2.032	12.78	56.23	2.30	3.79	6.09		
1.058	0	1.058	16.21	71.32	2.91	0	2.91	12.80	84.12
1.947	.030	1.977	39.738	21.86			9.56	5.26	27.12
1.947	.030	1.977	24.713	2.47			9.86	.99	3.46
1.947	.030	1.977	20.225	9.10			10.16	4.57	13.67
1.947	.030	1.977	15.717	13.36			10.30	8.76	22.12
1.947	.030	1.977	11.229	10.67			10.32	9.80	20.47
1.947	.030	1.977	4.488	13.02			10.32	29.93	42.95
									129.79
									403.54

days and deliveries per route day. RA&PX 232, p. 77
rch 1965. RA&PX 74, Column Average Daily Points, W.E. 3/27/65, line for "total".
day costs - Wholesale Delivery. RA&PX 232, p. 78
of non-store deliveries, 1966. RA&PX 232, p. 85
es and Independent stores, RA&PX 74, section of page
endent stores, A&P stores and Eagle stores by range of package volume.

g other stores and non-stores
of Route Books, March, 1966, except as noted.
of Chicago and suburbs, billing summaries, 5th Period, 1965.
very Time Standards, RA&PX 232, pp. 87 & 88
y, RA&PX 200B.

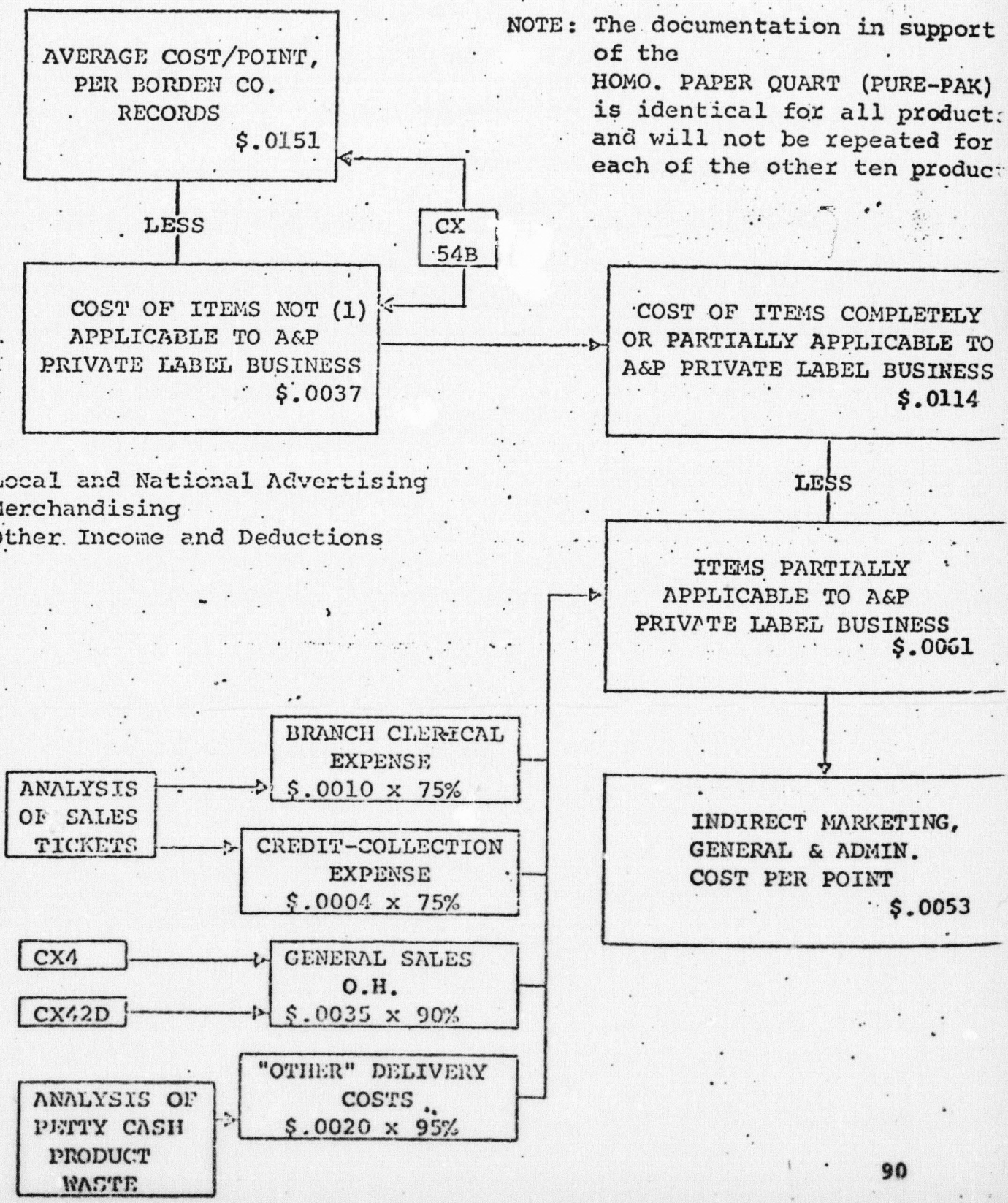
NOTE: The documentation for delivery costs is identica for all products and is included only in the set for HOMO. PAPER QUART

ATTACHMENT VII

5663

INDIRECT MARKETING, GENERAL & ADMINISTRATIVE COSTS/POINT

NOTE: The documentation in support of the HOMO. PAPER QUART (PURE-PAK) is identical for all product and will not be repeated for each of the other ten produc



(1) Local and National Advertising
Merchandising
Other Income and Deductions

5664

DISTRIBUTION OF ANTICIPATED BRANCH CLERICAL COST ON BASIS OF DELIVERY TICKETS PROCESSED AND PROPORTION OF LINE ITEMS USED FOR PRIVATE LABEL

Documentary Data:

1. CX 42 D - A&P % of Borden's Chicago non bulk wholesale 55.7

2. CX 54 B - Branch Clerical Cost/point $.0010

3. Analysis of Chicago & Suburbs Borden Billings to A&P, May & September, 1965 - Eleven private label items would account for 75% of A&P point volume

4. Analysis of Chicago & Suburbs Borden Billings to A&P March, 1966 - A&P's eleven private label items required only 11 of the 38 line codes required for billing.

5. Reference to RA&PX 74
   Analysis of O'Hare customers by type and volume class, March 1966 - Indicates annual volume of A&P of delivery tickets would amount to only 30% of total delivery tickets processed. (See RA&PX 232, p. 92)

Computation:

A. 55.7% of total regular wholesale points x 75% private label = 41.8% of total points

B. 30% of delivery tickets processed x 11/38 = 8.7% of clerical cost

C. Proportion of clerical cost ÷ proportion of total points = proportion of average branch clerical cost/point 20.8%

D. Allowance for seasonal factors or variations in customer characteristics, estimated at 3-4%
   Use - 4.2%

E. Maximum proportion of Branch Clerical Cost/point for private label - 25%

F. Proportion of Branch Clerical Cost/point not applicable to private label - 75%

5665

DISTRIBUTION OF ANTICIPATED BRANCH CLERICAL COST ON BASIS OF DELIVERY TICKETS PROCESSED AND PROPORTION OF LINE ITEMS USED FOR PRIVATE LABEL

Basis: RA&PX 74

Type of Customer		Annual Delivery Tickets	%
Schools:			
4 school routes - 79 schools 20 regular routes - 24 schools Total 103 schools x 39 weeks	x 5/wk. =	20,085	22%
Other Non-Store	104 stops x 52 weeks =	5,408	6%
Other Store Customers	696 stops x 52 weeks =	36,192	42%
A&P Stores	528 stops x 52 weeks =	27,456	30%
TOTAL		89,141	100%

ATTACHMENT VII - RE GENERAL SALES O.H.

1. Source: CX4-O Deposition of J. Malone, 4th paragraph, last sentence

2. Source: CX54B General Sales O.H. $.0035/point

3. *Source: CX4
CX42D

$$\frac{\$1135}{4,000,000} = \$.00028/\text{point}$$

4. *$.00028 ÷ $.0035 = 8%

5. *Use a 90% deduction

* If the 4,000,000 points should, more properly, have been 3,300,000, the conclusion would not change; i.e.,

3. $$\frac{\$1135}{3,300,000} = \$.00034/\text{point}$$

4. $.00034 ÷ $.0035 = 9.7%

5. Use a 90% deduction

42D

8/16/65

THE BORDEN COMPANY
CENTRAL DIVISION

DATA - RE: A & P SALES - FLUID MILK
BASED ON 6TH PERIOD ENDED JUNE 26

(1) Percentage of A & P Sales to Total Sales - Central Division - Points Sold

Region	Total A&P Volume	Central Division Sales Grand Total	Central Division Sales Wholesale Rte. Sales Only	Percent of A&P Sales To: Grand Total	Percent of A&P Sales To: Wholesale Rte. Sales
Chicago Metropolitan	3,356,772	13,291,969	(1)6,027,418	25.2	55.7
Eastern Iowa-Central Illinois	743,085	4,243,423	2,580,398	17.5	28.8
Western Iowa	9,618	3,254,249	771,640	.3	1.2
Wisconsin	851,751	8,755,366	3,536,438	9.7	24.1
Grand Total	4,961,226	29,550,007	12,916,094	16.8	38.4

(1) Excludes bulk route sales of 1,209,257 points

(2) Percentage of A & P Sales Produced at Woodstock to Total Woodstock Production - Points

Total A & P Sales Produced at Woodstock	3,199,956
Total Woodstock Production	12,622,079
Percent of A & P Sales Produced at Woodstock to Total Woodstock Production	25.3%

42D

3,300,000 PTS A+P
700,000 PTS A+P
4,000,000 PTS INDEPENDENT A+P TOTAL

% Border L... only

4,000,000 A+P points

$1,135 / 4,000,000 = .00028

ATTACHMENT VIII

SUMMARY OF MARGINS AND PROFIT

PRODUCT OFFERED IN PRIVATE LABEL	MARGIN AND PROFIT PER POINT (1)
HOMOGENIZED PAPER GALLON	$ .002290
HOMOGENIZED PAPER 1/2 GALLON	.007442
HOMOGENIZED PAPER QUART	.002131
2% PAPER 1/2 GALLON	.000681
FORT. SKIM PAPER 1/2 GALLON	.000999
FORT. SKIM PAPER QUART	.000423
HALF & HALF PAPER PINT	.005737
CHOCOLATE PAPER QUART	.000263
BUTTERMILK PAPER 1/2 GALLON	.000612
BUTTERMILK PAPER QUART	.000628
WHIPPING CREAM 1/2 PINT	.001027
TOTAL	$ .022233
LESS: INDIRECT ADMIN. AND MARKETING COSTS NOT INCLUDED IN UNIT COST CALCULATIONS	
PROFIT, PER POINT	$ .016933
WEIGHTED AVERAGE PRICE PER POINT	.1635
PROFIT %	10.36%

NOTE: The documentation is support of the HOMO. PAPER QUART (PURE-PAK) is identical for all products and will not be repeated for each of the other ten products.

(1) See RA&PX 232, p. 96

SUMMARY OF BORDEN
FOR 11 PRIVATE LABEL

PRODUCT & CONTAINER	A POINTS PER UNIT	B SUM OF ALL COSTS THROUGH DELIVERY	C A & P P.L. PRICE 9/21/65
HOMO. PAPER GALLON	4	$.571015	$.6248
" " 1/2 GAL.	2	.281119	.3124
" " QUART	1	.146957	.1712
2% " 1/2 GAL.	2	.271702	.2914
SKIM " 1/2 GAL.	2	.236503	.2834
" " QUART	1	.120670	.1447
1/2&1/2" PINT	1	.157774	.2447
CHOCO. " QUART	1	.181050	.2157
B.M. " 1/2 GAL.	2	.259747	.3044
B.M. " QUART	1	.129530	.1567
WHIP.CR" 1/2 PINT	1	.183165	.2647

TOTAL
LESS: INDIRECT ADMINISTRATIVE AND MARKETING COSTS NOT I
PROFIT, PER POINT

A - RA&PX 66, p. 7
B - See RA&PX 232, p. 97
C - CX62 - ZONE 1, CORRECTED TO $4.32/CWT
D = B ÷ A
E = C ÷ A
F = E - D
G - COMPUTED FROM CX 62. (See RA&PX
H = F x G
J = COMPUTED FROM COLUMNS E AND

TTACHMENT VIII
COMPANY'S ANTICIPATED PROFIT
ITEMS, AT PRICES PROPOSED ON 9/21/65

D COST PER POINT	E PRICE PER POINT	F MARGIN PER POINT	G % OF TOTAL VOLUME	H WEIGHTED MARGIN PER POINT
$.142754	$.1562	$.013446	17.03%	$.002290
.140560	.1562	.015640	47.58	.007442
.146957	.1712	.024243	8.79	.002131
.135851	.1457	.009849	6.91	.000681
.118252	.1417	.023448	4.26	.000999
.120670	.1447	.024030	1.76	.000423
.157774	.2447	.086962	6.60	.005737
.181050	.2157	.034650	0.76	.000263
.129874	.1522	.022326	2.74	.000612
.129530	.1567	.027170	2.31	.000628
.183165	.2647	.081535	1.26	.001027
			100.00%	$.022233
NCLUDED IN UNIT COST CALCULATIONS				.00530
				$.016933
EIGHTED AVERAGE PRICE PER POINT(J)				$.1635
ROFIT %				10.36%

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(232, p. 99, column 8)

G

SUMMARY OF COST

BORDEN'S 11 PRIVATE LAB

Product & Container			Direct Material Cost $	Processing Cost $	Trailer Loading Cost $
Homo.	Paper	Gal.	.432568	.037854	.008955
"	"	1/2 Gal.	.216924	.014909	.004477
"	"	Qt.	.110636	.011160	.002239
2%	"	1/2 Gal.	.193475	.013021	.004477
Skim	"	1/2 Gal.	.152480	.017063	.004477
"	"	Qt.	.078414	.013627	.002239
1/2 & 1/2	"	Pt.	.128593	.012097	.001279
Choco.	"	Qt.	.132854	.018948	.002239
B.M.	"	1/2 Gal.	.167332	.033919	.004477
B.M.	"	Qt.	.085837	.015064	.002239
WH.CR.	"	1/2 Pt.	.152714	.015239	.000814

(1) Source: RA&PX 232, pp. 4, 9, 29, 36, 41, 76 and 93

Y OF COSTS

IVATE LABEL ITEMS(1)

Trailer Loading Cost $	Hauling Cost $	Truck Loading Cost $	Delivery Cost $	Total $
.008955	.027082	.019788	.044768	.571015
.004477	.013541	.009584	.021684	.281119
.002239	.006770	.004951	.011201	.146957
.004477	.013541	.014464	.032724	.271702
.004477	.013541	.015002	.033940	.286503
.002239	.006770	.006014	.013606	.120670
.001279	.003869	.003659	.008277	.157774
.002239	.006770	.006204	.014035	.181050
.004477	.013541	.012408	.028070	.259747
.002239	.006770	.006014	.013606	.129530
.000814	.002462	.003659	.008277	.183165

3

PRICE ADJUSTMENT DEMONSTRATION - ZONE I
ADJUSTMENT OF PRICES (CX62) FROM RAW MILK PRICE
OF $4.29 PER CWT. TO RAW MILK PRICE OF $4.32 PER CWT.

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PRODUCT	ZONE 1 UNIT PRICE @ $4.29 PER CX 62	ADJUSTMENT FOR $.03 PER CWT. (2)	PRICE @ $4.32 PER CWT.
Homo - Paper Gallon	.6220	.0028	.6248
" - " 1/2 Gallon	.3110	.0014	.3124
" - " Quart	.1705	.0007	.1712
2% Paper 1/2 Gallon	.2900	.0014	.2914
Fort. Skim " 1/2 "	.2820	.0014	.2834
" " " Quart	.1440	.0007	.1447
Buttermilk " 1/2 Gallon	.3030	.0014	.3044
" " Quart	.1560	.0007	.1567
Chocolate " "	.2150	.0007	.2157
Half & Half " Pint (1)	.2440	.0007	.2447
Whipping Cream" 1/2 Pint (1)	.2640	.0007	.2647

(1) Point values for pricing purposes - see RA&PX 66, p. 7

(2) Price adjustment per $.01 per Cwt. change in price of raw milk from base price.

ANNUAL USAGE - A & P PRIVATE LABEL ITEMS, PER CX 62
ANALYSIS OF POINT VOLUME

COLUMN NUMBER		0	1	2	3	4	5	6	7	8	9	10	11	12	13
PRODUCT	CONT.	ZONE I CX 62-C	ZONE II CX 62	ZONE III CX 62	ZONE IV CX 62	ZONE V CX 62	TOTAL UNITS	POINTS PER UNIT (RA&PX66, P. 7)	TOTAL POINTS (5) x (6)	% OF POINTS	EQUIV. QTS. PER UNIT	EQUIV. QUARTS (5) x (9)	UNITS PER CASE (RA&PX78)	CASES (5)-(11)	POINTS PER CASE (7)-(12)
HOMO.MILK	GALLON	773,327	129,272	50,353	158,479	148,911	1,260,342	4	5,041,368	17.03	4.00	5,041,368.0	6	210,057	
" "	½ GAL.	5,321,403	493,064	251,507	723,095	255,840	7,044,909	2	14,089,818	47.58	2.00	14,089,818.0	12	587,076	
" "	QUART	2,194,591	97,431	63,076	141,908	106,652	2,603,658	1	2,603,658	8.79	1.00	2,603,658.0	24	108,486	
SUB-TOTAL-3 ITEMS									21,734,844	73.40		21,734,844.0		905,619	
CHOCO.MILK	QUART	163,037	10,400	13,919	23,487	15,600	226,443	1	226,443	.76	1.00	226,443.0	24	9,436	
BUT.MILK	½ GAL.	331,344	23,504	20,124	30,264	-	405,236	2	810,472	2.74	2.00	810,472.0	12	33,770	
" "	QUART	542,083	29,276	30,957	52,468	28,617	683,401	1	683,401	2.31	1.00	683,401.0	24	28,476	
2%	½ GAL.	612,231	101,781	97,725	124,193	87,013	1,022,943	2	2,045,886	6.91	2.00	2,045,886.0	12	85,246	
SKIM	½ GAL.	515,996	21,216	25,116	30,663	37,613	630,604	2	1,261,208	4.26	2.00	1,261,208.0	12	52,551	
"	QUART	445,587	11,371	15,600	27,109	22,585	522,252	1	522,252	1.76	1.00	522,252.0	24	21,761	
WHIP.CR.	½ PT.	256,401	14,109	29,588	48,967	23,157	372,302	1	372,302	1.26	.25	93,075.5	66	5,641	
HALF-HALF	PINT	1,577,403	76,076	58,725	156,381	86,216	1,954,801	1	1,954,801	6.60	.50	977,400.5	42	46,543	
SUB-TOTAL-8 ITEMS									7,876,765	26.60		6,620,138.0		198,178	
TOTAL - 11 ITEMS									29,611,609	100.00%		28,354,982.0		1,103,797	26.83
POINTS PER CX 62		21,834,438	2,034,881	1,202,221	2,900,666	1,639,403			29,611,609						
% OF POINTS		73.73%	6.87%	4.06%	9.80%	5.54%			100.00%						

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Re: Allocation of Ex-Cell-O-Machine Rental

Alternate Method - Allocate equally on a point basis instead of the method shown in RA&PX 142-152.

1. Refer to RA&PX 41 and RA&PX232, P.32.

Number of points for items in Pure-Pak containers = 6,158,497 (see RA&PX 154, p.2)

2. Pure-Pak rental - $10,480.90

3. Cost per point = $10,480.90 ÷ 6,158,497 = $.001702

Item	Cost per unit (Alternate Method)	Cost per unit (Original Method)[1]	Differenc
Homo-Gallon	$.006808	$.006520	$.000288
- 1/2 Gal.	.003404	.003062	.000342
- Quart	.001702	.001729	(.000027)
2% - 1/2 Gal.	.003404	.003062	.000342
Skim- 1/2 Gal.	.003404	.003062	.000342
- Quart	.001702	.001729	(.000027)
1/2&1/2-Pint	.001702	.001449	.000253
Choco-Quart	.001702	.001729	(.000027)
BM - 1/2 Gal.	.003404	.003062	.000342
- Quart	.001702	.001729	(.000027)
Whip Cr. - 1/2 Pt.	.001702	.000802	.000900

Source: RA&PX 142-152, Page entitled, "Attachment IIE, EX-CELL-O Machine Lease Factor", line 6

Revision of
RA&PX 154, p. 1

	Cost Difference Per Unit	Cost Difference Per Point	% of Total Volume	Weighted Cost Difference/Point
Homo.- Gallon	$.000288	$.000072	17.03%	$ .000012
- 1/2 Gal.	.000342	.000171	47.58	.000081
- Quart	(.000027)	(.000027)	8.79	(.000002)
2% - 1/2 Gal.	.000342	.000171	6.91	.000012
Skim- 1/2 Gal.	.000242	.000171	4.26	.000007
- Quart	(.000027)	(.000027)	1.76	.000000
1/2&1/2 Pint	.000253	.000253	6.60	.000017
Choco.- Quart	(.000027)	(.000027)	0.76	.000000
BM - 1/2 Gal.	.000342	.000171	2.74	.000005
- Quart	(.000027)	(.000027)	2.31	(.000001)
Whip Cr.- 1/2 Pt.	.000900	.000900	1.26	.000011

Total Additional Cost/Point Using Alternate Method of Allocating Machine Rental Cost $.000142

Revision of
RA&PX 154, P. 2

Pure-Pak Items	Units	X	=	Points
Gal. - Homo, 2%	198,114	4		792,456
1/2 Gal. - Homo, BM, 2% Choc. Skim, Skim, Van. Mix, Choc. Mix, Orange Drink, Lemon Drink	1,576,536	2		3,153,072
Quart - Homo, Choc., BM, Skim, Beep, Orange Drink	880,020	1		880,020
Pint - 1/2&1/2, Sour 1/2&1/2	362,334	1		362,334
Quart - 1/2&1/2	127,800	2		255,600
1/2 Pint - 36%	59,202	1		59,202
Pint - Homo, Choc, BM, Orange Drink	273,210	1/2		136,605
Sour Cream & Sour cream Dip - 1/2 Gal.	6,938	8		55,504
1/2 Pint - Homo, BM, Orange Drink	1,010,658	1/4		252,664
1/3 Quart - Homo, Choc, BM, Orange Drink	633,120	1/3		211,040
				6,158,497

Revision of
RA&PX 154, p. 3

POINTS LOADED PER CASE
PRIVATE LABEL ITEMS

ITEM ALL PRODUCTS

PRODUCT	AVERAGE POINTS ORDERED PER CASE	ESTIMATED AVERAGE POINTS PER LOADED CASE (1)	MAXIMUM POSSIBLE POINTS PER CASE
Homo. Paper Gallon	23.2491	23.2491	24.0
" " 1/2 Gal.	23.8896	24.0000	24.0
" " Quart	23.2293	23.2293	24.0
2% " 1/2 Gal.	15.9028	15.9028	24.0
Skim " 1/2 Gal.	15.3333	15.3333	24.0
" " Quart	10.6032	19.1240	24.0
Half and Half Paper Pint	25.7500	31.4360	42.0
BM Paper 1/2 Gal.	13.7952	18.5388	24.0
BM " Quart	8.5208	19.1240	24.0
Wh. Cr. Paper 1/2 Pint	5.6860	31.4360	66.0
Choco. Paper Quart	4.7436	18.5388	24.0

(1) Analysis of 19 A&P Stores, O'Hare Branch, March, 1966.

Revision of RA&PX 198A*

* No change on this page from original.

ATTACHMENT VE

5677

LOADING COST PER PRE-ORDERED
PRIVATE LABEL ITEM

ITEM ALL PRODUCTS

TRUCK LOADING COST, PER CASE $.115010
(SEE RA&PX 232, p. 44

PRODUCT	(A) PRIVATE LABEL POINTS LOADED PER CASE(1)	(B) LOADING COST PER POINT	C POINTS PER UNIT(2)	D LOADING COST PER UNIT
HOMO. QT. PAPER	23.2293	.004951	1	$.004951
" ½ GAL. "	24.0000	.004792	2	.009584
" GAL. "	23.2491	.004947	4	.019788
2% ½ GAL. "	15.9028	.007232	2	.014464
SKIM ½ GAL. "	15.3333	.007501	2	.015002
" QUART "	19.1240	.006014	1	.006014
BUTTER-½ GAL."	18.5388	.006204	2	.012408
MILK QUART "	19.1240	.006014	1	.006014
CHOCO.QUART "	18.5388	.006204	1	.006204
½ & ½ PINT "	31.4360	.003659	1	.003659
WH.CR.½ PINT "	31.4360	.003659	1	.003659

(1) SEE RA&PX 232, P.45, "Estimated Average Points Per Loaded Case" colum
(B) = $0.115010 ÷ (A)
(2) RA&PX 66, P. 7
D = B X C

Revision of RA&PX 198B

DELIVERY COST PER PRIVATE LABEL ITEM

ITEM ALL PRODUCTS

DELIVERY COST, PER CASE .. $ .2602 (1)

PRODUCT	(A) PRIVATE LABEL POINTS DELIVERED PER CASE (2)	(B) DELIVERY COST PER POINT (3)	(C) POINTS PER UNIT (4)	(D) DELIVERY COST PER UNIT (5)
HOMO. QT. PAPER	23.2293	$.011201	1	$.001201
" 1/2 GAL. "	24.000	.010842	2	.021684
" GAL. "	23.2491	.011192.	4	.044768
2% 1/2 GAL. "	15.9028	.016362	2	.032724
SKIM 1/2 GAL. "	15.3333	.016970	2	.033940
" QUART "	19.1240	.013606	1	.013606
BUTTER-1/2GAL. "	18.5388	.014035	2	.028070
MILK QUART "	19.1240	.013606	1	.013606
CHOCO.QUART "	18.5388	.014035	1	.014035
1/2&1/2 PINT "	31.4360	.008277	1	.008277
WH.CR.1/2PINT "	31.4360	.008277	1	.008277

(1) See RA&PX 232, p. 89
(2) See RA&PX 232, p. 45
(3) = $0.2602 ÷ (A)
(4) RA&PX 66, p. 7
(5) = B X C

Revision of RA&PX 198C

NOTE: The documentation is support of the HOMO. PAPER QUART (PURE-PAK) is identical for all products and will not be repeated for each of the other ten products.

Attachment VI

CALCULATION OF DELIVERY TIME PER STOP AND COST PER CASE

Type of Customer	A Stops/ Route Day[1]	B Sales Points/ Route Day	C Points Per Case[8]	D Points Per Stop	E Cases Per Stop	F % Cases Glass[8]	Variable Time G All Cases
Chain, Restaurants, etc.	1.87	541	15.4	299.3[4]	15.72	2.6	1.095
AP Stores - Full Service	4.40	2211[7]	23.66	502.5	21.61	25.8	1.947
AP Stores -	4.40	2211		502.5			
Purple Label - Full Service		526.4[9]	19.0	119.6	6.29	84.86	1.947
Private Label - Limited Service		1684.6[9]	25.0[11]	382.9	15.32		1.058
Other Stores - Full Service							
201+ Cases/Day	.55	243	22.0	442.1[5]	20.10	29.8	1.947
151-200 " "	.42	23	22.0	275.0[6]	12.50	29.8	1.947
101-150 " "	.45	101	22.0	225.0[6]	10.23	29.8	1.947
76-100 " "	.85	149	22.0	175.0[6]	7.95	29.8	1.947
51-75 " "	.95	119	22.0	125.0[6]	5.69	29.8	1.947
50 or less "	2.60	145	23.0	50.0[6]	2.27	29.8	1.947
Subtotal, Other Stores	5.80	755					
TOTAL PER ROUTE DAY, ALL BUT FULL SERVICE	12.07	3542[2]					

Route Day Cost[3] $34.14

403.54 Route Min = $.2035

AP Pvt. Label, Limited Service:

15.31 cases/stop x 4.4 stops = 67.408 cases

84.12 min ÷ 67.408 cases = 1.248 min/case

1.248 min x $.2035 = $.2603 per case

1. See derivation of route days and
2. See D'Arcy Wholesale, March 1965
3. See derivation of route day cost
4. Estimated from analysis of non-s
5. Estimated for Eagle stores and I showing number of independent st average daily point and package
6. Mid point of range.
7. Residual after deducting other s
8. Estimates from analysis of Route
9. Estimated from analysis of Chic
10. See Case & Company Delivery Time
11. Based on annual quantity, RA&FX

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e/Case[10]		J	K	Fixed Time[10]				
		Total Variable Time		L	M	N	O	Total Time
H Add For Glass Cases	I Total/ Case	/Stop	/Day	Common	Full Serv.	Total	Per Day	
.003	1.098	17.261	32.278			7.63	14.27	46.55
.026	1.973	42.637	187.60	5.21	3.79	9.00	39.60	227.20
			126.15	5.21				
.055	2.032	12.78	56.23	2.30	3.79	6.09		
0	1.058	16.21	71.32	2.91	0	2.91	12.80	84.12
	0					9.56	5.1	17.12
.020	1.977	39.739	21.86			9.56	.93	2.46
.030	1.977	24.713	2.47			10.15	4.57	12.67
.030	1.977	20.225	9.10			10.30	5.75	23.12
.030	1.977	15.717	13.36			10.32	9.35	33.47
.020	1.977	11.229	10.67			10.32	23.93	41.93
.030	1.977	4.485	13.02					133.75
								403.64

deliveries per route day. RA&PX 232, p. 77
RA&PX 74, Column Average Daily Points, W.E. 3/27/65, line for "total".
s - Wholesale Delivery. RA&PX 232, p. 78
tore deliveries, 1966. RA&PX 232, p. 85
ndependent stores, RA&PX 74, section of page
ores, A&P stores and Eagle stores by range of
volume.

tores and non-stores
Books, March, 1966, except as noted.
go and suburbs, billing summaries, 5th Period, 1965.
Standards, RA&PX 232, pp. 87 & 88
2008.

NOTE: The documentation for delivery costs is identica for all products and is included only in the set for HOMO. PAPER 20HRT

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Regarding Attachment VI of A&PX 142-152.

Final Summary Table

Calculation of ratio of A&P private label purchases to total of all purchases.

Refer to RA&PX 200 B

Total points, 4 weeks ending 5/29/65:

11 P.L. items	-	1,329,532	- 76.19%
Total, all items	-	1,744,987	

2,211 x 76.19% =	1,684.6	P.L. items
	526.4	Borden label items
	2,211.0	

Revision of
RA&PX 200A

CHICAGO

LINE		ANNUAL UNITS	POINT VALUE	ANNUAL POINTS		TOTAL POINTS 4 WKS.END. 5/29/65
	HOMO - PAPER GALLON	773,327	4	3,093,308	11.97	178,672
	1/2 GALLON	5,321,403	2	10,642,806	41.20	621,544
	QUART	2,194,591	1	2,194,591	8.50	146,986
	SUB TOTAL			15,930,705	61.67	947,202
	2% - (GOLDEN DEL)					
	1/2 GALLON	612,231	2	1,224,462	4.74	76,188
	FORT.SKIM 1/2 GALLON	515,996	2	1,031,992	3.99	68,708
	QUART	445,587	1	445,587	1.72	32,432
	BUTTERMILK 1/2 GALLON	331,344	2	662,688	2.57	40,536
	QUART	542,083	1	542,083	2.10	36,539
	CHOCO. MILK QUART	163,037	1	163,037	.63	10,268
	HALF & HALF PINT	1,577,403	1	1,577,403	6.11	99,011
	WH. CREAM 1/2 PINT	256,481	1	256,481	.99	18,648
	8 ITEM SUB TOTAL			5,903,733	22.85	382,330
16	11 ITEM SUB TOTAL			21,834,438	84.52	1,329,532
17	HOMO - GLASS GALLON	999,752	4	3,999,008	15.48	232,424
18	SUB TOTAL LINE 15 & 17			25,833,446	100.00%	1,561,956
19	2% - (GOLDEN DEL)					
	GLASS GALLON	265,390	4	1,061,560	4.11	63,100
20	HALF & HALF, QUART PAPER	NOT GIVEN	2			8,734
21	SOUR CREAM, PT. (16 OZ.)	" "	2			25,340
22	" " 1/2 PT. (8 OZ.)	" "	1			27,953
23	SOUR HALF & HALF, PT.	" "	1			12,884
24	SOUR CREAM DIPS (8 OZ.)	" "	1			8,728
25	YOGURT	" "	1			10,568
26	SHAKES 1/2 PINT	" "	1/4			--
	SUB TOTAL LINES 19-26					157,307
	TRIPLE WHIP, 8 OZ.	NOT GIVEN	1			6,306
	WAKE UP PINT	" "	2			6,694
	CHOCO. SKIM, 1/2 GALLON	NOT GIVEN	2			10,704
	CHOCO. 1/2 PT. HANDI PAKS	" "	1/4			2,020
	SUB TOTAL					25,724
	BORDEN LABEL TOTAL					415,455
	GRAND TOTAL					1,744,987

Revision of
RA&PX 200B

AND SUBURBS BILLING SUMMARIES

% OF INDEX VALUE	TOTAL POINTS 4 WKS. END. 9/25/65	% OF INDEX VALUE	AVE. INDEX VALUE POINTS	ANNUAL POINTS	ANNUAL UNITS	LIST PRICE CX50R	ANNUAL LIST VALUE
11.44	185,160	11.76			773,327	.98	$ 757,868.46
39.79	648,150	41.18			5,321,403	.49	2,607,487.40
9.41	151,176	9.60			2,194,591	.265	581,566.61
60,64	984,486	62.54			8,289,321		3,946,914.47
4.88	76,494	4.86			612,231	.46	281,626.26
4.40	63,138	4.01			515,996	.47	242,518.12
2.08	29,711	1.89			445,587	.255	113,624.68
2.60	33,494	2.13			331,344	.49	162,358.56
2.34	31,520	2.00			542.083	.23	124,679.09
.65	13,818	.88			163,037	.325	52,987.03
6.34	96,573	6.13			1,577,403	.39	615,187.17
1.19	11,281	.72			256,481	.40	102,592.40
24.48	356,029	22.62			4,444,162		1,695,573.31
85.12	1,340,515	85.16		21,834,438	12,733,483		5,642,487.78
14.88	233,624	14.84		3,999,008	999,752	.93	929,769.36
100.00%	1,574,139	100.00%	100.00	25,833,446	13,733,235		6,579,257.14
4.04	60,716	3.86		1,061,560	265,390	.92	244,158.80
.56	7,376	.47	.52	134,334	67,167	.78	52,390.26
1.62	22,464	1.43	1.53	395,252	197,626	.635	125,492.51
1.79	24,038	1.53	1.66	428,835	428,835	.325	139,371.37
0.82	10,335	.66	.74	191,168	191,168	.465	88,898.12
.56	5,737	.46	.46	118,834	118,834	.40	47,533.60
.68	8,344	.53	.61	157,584	157,584	.27	42,547.68
--	9,475	.60	.30	77,500	310,000	.12	37,200.00
10.07	148,485	9.43		2,565,067	1,736,604		777,587.34
.40	3,216	.20	.30	77,500	77,500	.53	41,075.00
.43	3,742	.24	.33	85,250	42,625	.29	12,361.25
.69	9,890	.63	.66	170,501	85,251	.46	39,215.46
.13	1,205	.08	.12	28,417	113,668	.085	9,661.78
				28,760,181			$7,459,157.97

Average List Price Per Point $.25936

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